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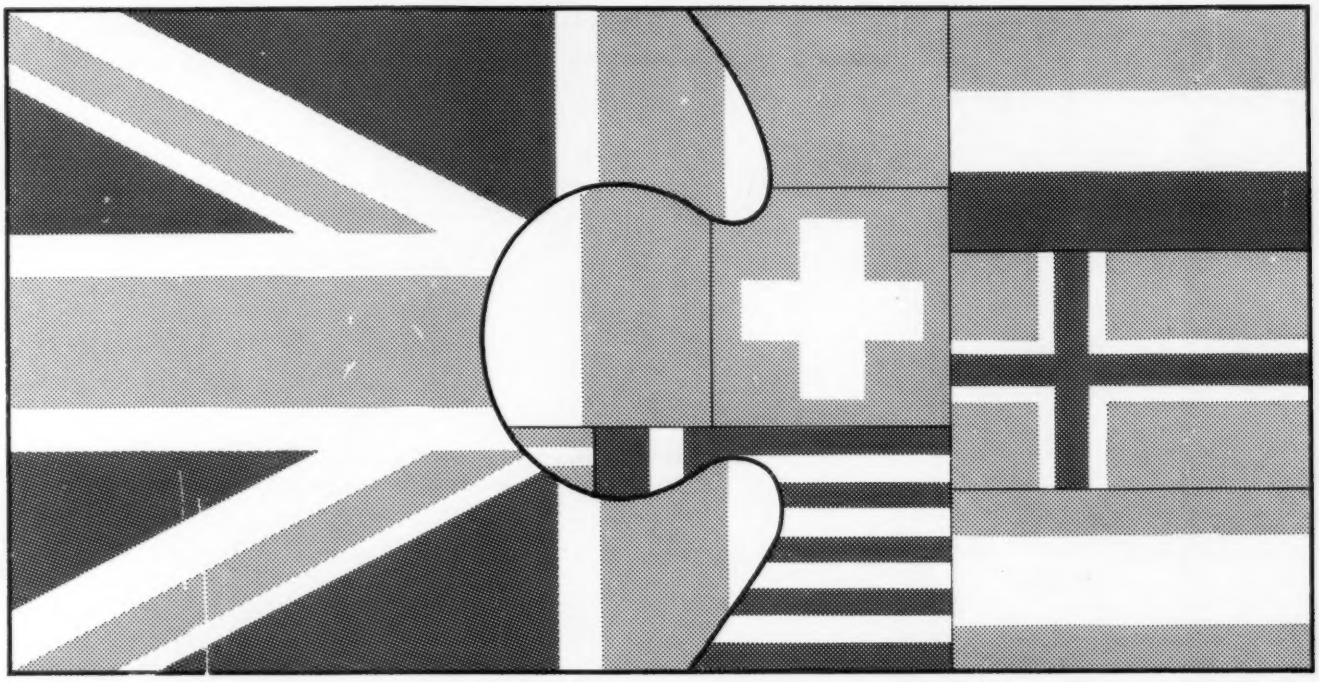

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Front cover photograph

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TRADING WITH EAST EUROPE — 1

New trends in Anglo-Soviet trade

By A. K. Rothnie, CMG, Commercial Counsellor at Moscow since 1965

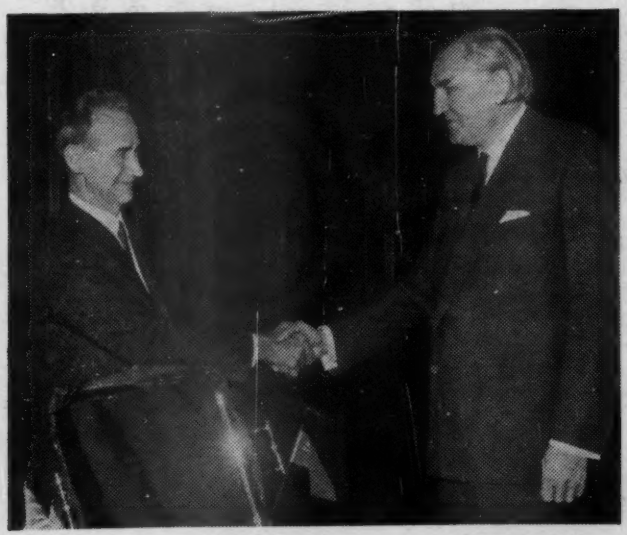
This is the first in a series of articles, written by senior British commercial representatives in the posts concerned, on the prospects for British exporters in East European markets. Contributions are also expected from the East European Trade Council and the Confederation of British Industry.

A NEWCOMER TO ANGLO-SOVIET TRADE could still do much worse than begin by reading the article which my predecessor wrote for the *Board of Trade Journal* of October 23, 1964. Indeed there is much that is still instructive, as well as entertaining, in the reports of those intrepid British merchants who first established trading relations with Russia in the reign of Queen Elizabeth I. However, certain new trends have developed over the past three and a half years in the country's economy which call for a fresh look at the prospects for Anglo-Soviet trade.

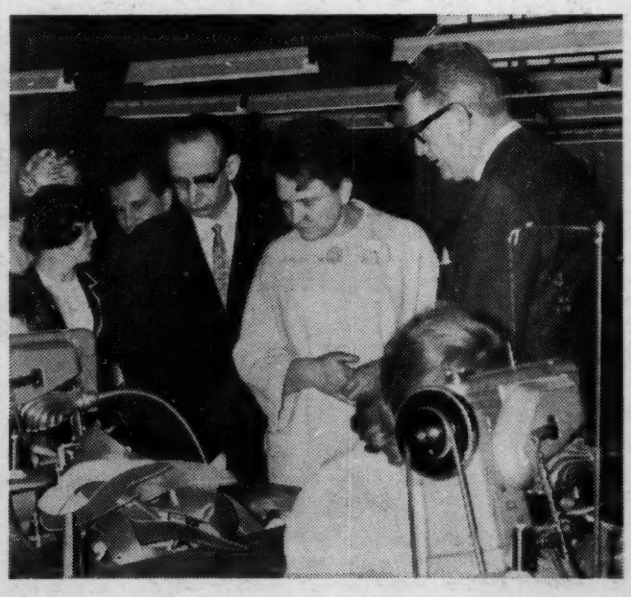
The basic pattern

First, however, it is best to look at the basic pattern. The Soviet Union is the largest country in the world, second only to China and India in population, and only to the United States in industrial capacity. Every year ambitious new targets are set and for the most part achieved. During the period of the current Five Year Plan (1966-70) it is aimed to increase industrial output by 50 per cent, the national income by 40 per cent, productivity by 35 per cent and agricultural output by 25 per cent. With the five-year period nearly half over, there is no reason to doubt that most of these goals will be reached.

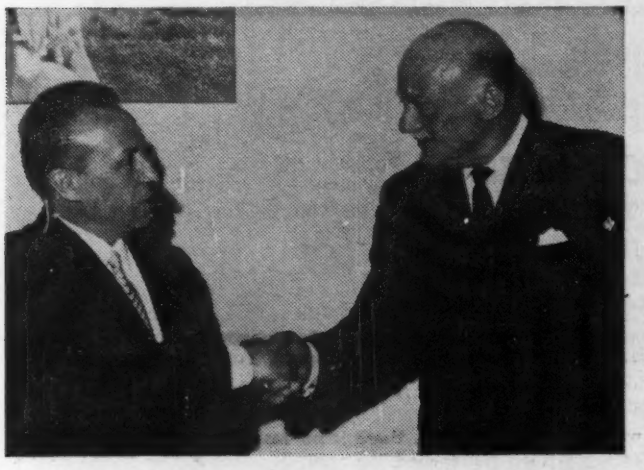
Compared with such figures, the statistics for Soviet foreign trade may seem modest. Mr. Patolichev, the Soviet Minister of Foreign Trade, once remarked that his country produced everything it needed except bananas and coffee. This was, of course, said in jest and self-sufficiency is no longer, if it ever was, part of the official policy of the Soviet Government. But a country so rich in natural resources is clearly much less dependent on the outside world than Britain, and indeed the Soviet Union's foreign trade turnover in 1966 was only a little over half Britain's: imports 7,122 million roubles, exports 7,957 million roubles, total 15,079 million roubles, or £6,032 million at the then rate of 2.51 roubles to the pound. Within this figure, moreover, 66.4 per cent of Soviet trade was with other Communist states, and another 12.5 per cent with developing countries. Thus trade turnover with the Western industralized countries (plus Japan) totalled roughly £1,273 million. This is the framework within which the British trader has to operate. It is a limited share of a limited cake, and competition is keen. But the



Fifty years of Soviet Government were commemorated by the USSR Section of the London Chamber of Commerce during May with a presentation to the Soviet Ministry of Foreign Trade of a silver gilt tray and a special book containing the names of the companies subscribing. At a ceremony at the London Chamber's building in Cannon Street the chairman of the section, Mr. J. B. Scott (right), made the presentation to HE The Soviet Ambassador, Mr. M. N. Smirnovsky, who accepted on behalf of the Ministry of Foreign Trade. The Russian section of the London Chamber was founded in 1908 and has been one of the pioneers in developing British trade with Eastern Europe, sending three trade missions to the Soviet Union during the last eight years.



Russian visitors studying the machine stitching of shoe uppers in the Norvic Shoe Co. Ltd.'s new open plan factory at Heathside, Norwich, during May. From left to right: Mrs. Yuri Mazur; Mr. Yuri Mazur, First Secretary at the Soviet Embassy in London; Mr. Mikhail Smirnovsky, Soviet Ambassador in London; Mrs. Smirnovsky; Mr. R. H. Simpson, managing director of Norvic Ladies' Division. Part of a £500,000 Russian order for women's shoes was being made in the factory.



Following upon their recent success in obtaining an £800,000 order for machine tools from Russia, Wickman Machine Tool Sales Ltd. announced a further order for £360,000 on June 24. Photograph shows Mr. J. Hodkinson, managing director of Wickman Machine Tools (Overseas) Ltd. (right), concluding the contract with Mr. N. V. Liatchov, vice-president of V/O Avropromimport. The machines purchased under this contract will produce automobile components at the Togliatti plant 600 miles from Moscow.

cake itself is expanding at the rate of some 8 per cent a year, and the share of the 'developed capitalist countries' seems also to be increasing.

Another limiting factor is foreign currency. Every year the Soviet Union must earn enough convertible currency to finance its imports (and also its foreign aid programme, insofar as this requires

Following the recent order gained by Cadbury Brothers Ltd. for the export of chocolate to the USSR – the first occasion on which the Russians have purchased confectionery in the West – two members of the Russian trade delegation in London paid a visit to the Cadbury factory at Bournville to study the production of some of the products. Seen in the above photograph are (left to right), E. J. Sleptsov (Russian trade delegation); P. J. Brookes (European manager, Cadbury Export Division); J. S. Bratko (trade delegation); Mr. El Guindi (managing director of Cominor United Kingdom Investments Ltd., through whom the contract was placed) and D. A. Graham (Cadbury European sales manager).

the expenditure of hard currency). For many years, therefore, Russia has made a point of selling more to the industrialised countries of the West, both individually and collectively, than she buys from them. In part this is also an insurance against bad harvests. In a good year like 1966 the Soviet Union grows enough grain to feed its own population, with a few million tons to spare for export. But after the disastrous harvest of 1963 Russia bought wheat from abroad to the value (including freight) of $1000 million, and trade in other commodities naturally suffered.

The basic organization of Soviet foreign trade has not changed in recent years. Foreign trade was declared a government monopoly in April 1918 and is administered today by some fifty 'All-Union Corporations", each one specializing in a different range of products and all subject to the general direction of the Ministry of Foreign Trade. The end-user exists, of course, and is important, but his is not the final word, nor does he see the whole picture. The planning authorities must first ask themselves of every prospective import: Do we really need it? Can we do without it? At least until next year? Then the Corporation in its turn must ask: could we not get it, say, from East Germany? Or more cheaply from

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Fourteen members of the British Plastics Federation left London Airport on June 17, for Moscow, Leningrad and Kiev. The mission, led by Mr. H. J. Spencer-Palmer, marketing manager for Sheet Products of ICI had been invited by the State Committee of the USSR Council of Ministers for Science and Technology. It was the third stage in the commercial exchange between the plastics industries of the USSR and the UK and follows a British mission to Russia in February 1966 and a return visit by a Soviet mission in June 1967. The photograph shows: Front row (left to right) J. Killgallon (Loewy Robertson), K. E. Davies (Blythe Colours), J. Orme (John Orme), M. J. B. Cloote (British Plastics Federation). D. Grant (Bone Brothers). A. F. Brumfit (Marley Floor Tiles), S. R. Badley (BP Chemicals). Back row (left to right) H. L. Kool (Cabot Carbon), H. B. M. Vavsour (Blythe Colours), R. P. Druett (BIP), L. C. N. Bliss (Comproflex), on stairs (left to right) B. J. Pidgeon (R. H. Windsor), H. J. Spencer-Palmer and L. W. Farrand (J. J. Harvey).

another Western country? Will any supplier take Soviet goods in part exchange? Only when these paths have been explored will a deal materialize, perhaps years later.

The new trends

I turn now to the pointers for the future. On the whole they are encouraging. Over the last decade the figures for Anglo-Soviet trade have shown a fairly steady rise, with only one relapse after the poor harvest of 1963:

Anglo-Soviet trade (£ million)

	1958	1959	1960	1961	1962	1963	1964	1965	1966	1967
UK Imports	60	63	77	91	94	97	97	119	125	124
UK Exports	24	27	37	44	42	56	38	47	50	63
Turnover	84	90	114	135	136	153	135	166	175	187

Note In looking at these figures it must be remembered that (i) Soviet exports are normally valued c.i.f., British exports f.o.b., (ii) these are crude figures, taking no account of re-exports or of such invisibles as payments for know-how and interest on credits. If allowance is made for these factors, the imbalance is reduced. Nevertheless it remains true that the Soviet Union tries to earn surplus in trade with Britain, for the reasons explained earlier in this article, and in particular to finance imports from other countries of the sterling area.

This growth has been achieved within the framework of an Anglo-Soviet Trade Agreement signed in 1959, prolonged for another five years in 1964 and due to expire on June 30, 1969. When Mr. Kosygin visited Britain last year he agreed with the Prime Minister that 'the Ministers concerned should meet in the future... to proceed to the preparation of a long-term trade agreement.' There are not indications yet how this directive will be put into effect, but both governments are clearly determined to continue the existing form of trade and to promote new ones, so far as this lies within their power.

Whatever may be the shape of the new Trade Agreement, the broad categories of goods exchanged between the countries are likely to change little. Machinery and equipment have regularly accounted for nearly half British exports to Russia. On the other side, one third of British imports from the Soviet Union consists of timber and wood products. These proportions are unlikely to change much from one year to another. But foreign trade, like the rest of the Soviet economy, is strictly planned both on a five-year basis and from year to year, and the Soviet Economic Plan for 1968-70 gives certain clues to the likely growth sectors over the next few years. An analysis of this Plan was published in the *Board of Trade Journal* for December 22, 1967. The most important feature is a new emphasis on improving the lot of the consumer. In 1968, for the first time for many years, the growth rate of the consumer goods industries is actually to exceed that of the capital goods industries. (It is an interesting sign of the times that the Soviet authorities have decided to insert into 1969's programme of Soviet specialized exhibitions one entitled 'Shoes'.) The climate is therefore favourable for British manufacturers of equipment of which the consumer is the ultimate beneficiary: useful business is already being done in textile machinery, shoe machinery and equipment for the chemical and motor industries. It is safe to assume that Soviet preference will be for complete plants or lines rather than piecemeal orders; also that they will continue to demand the latest technology, a high degree of automation and credit terms equal to those available elsewhere.

Actual consumer goods are a somewhat specialized area of the Soviet market. Under the present Trade Agreement, quotas of consumer goods to be exchanged are agreed in December each year for the year following. The total value of the quotas on each side is approximately equal: for the current year it is £6.7 million f.o.b. This annual agreement obliges each party to provide facilities for sales up to the amount of the quota, but does not actually constitute an obligation to purchase. In practice, however, the quota figures for British exports are now generally achieved and exceeded in total if not in detail. In 1967, the year of the Soviet Jubilee, sales of British consumer goods totalled over £11 million, compared with the quota figure of £4.2 million. Large orders for certain classes of consumer goods have again been placed this year and Mr. Kosygin has implied in a recent speech that purchases of consumer goods from abroad will continue at a high level in order to fill the gaps in Soviet domestic production. Even if this proves to be the case, the market will never be an easy one. Soviet requirements are severe, and their prices sharp. British exporters must compete against each other, against their rivals in Western Europe and often against manufacturers in such countries as India and Ceylon. Contracts will tend to go, as they have in the past, to firms of established reputation which have cultivated the Soviet market over a period of years and have the facilities to execute large orders promptly.

On the export side the USSR are anxious to expand their sales of engineering products and other capital goods, in line with the development of their own economy.

Another development of potential importance of British exporters is the Soviet economic reform or, as it is officially called, the transition of Soviet industry to the new system of planning and economic incentives. The two chief features of this new system are that targets are expressed in terms of sales instead of simple output, and that factory managers have greater say in the disposal of profits. Simultaneaously all wholesale prices are being reviewed, with the aim of making them reflect more closely the true cost of the product. The effect of these changes is to make each enterprise more sensitive than before to quality and costs. So far the reforms have been applied in a tentative manner and their impact on foreign

(Continued on next page)

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trade has not been great. But if the process gathers momentum we may see in Russia the emergence of the powerful industrial corporations which already exist in some countries of Eastern Europe, enjoying substantial operational independence not only internally but also in their relations with the outside world.

In the last few months, in any case, important steps have been taken towards increasing the direct contacts between British exporters and the potential end-user in the Soviet Union. After discussions last November between a team of top-level industrialists led by the Confederation of British Industry and the Soviet State Committee for Science and Technology, it has been agreed to set up eight Joint Working Groups comprising representatives of British firms on the one hand and of Soviet industrial ministries on the other. The groups set up so far cover (1) electricity supply and transmission, (2) the motor industry and the allied components industry (3) the ferrous metal industry (4) industrial pollution (5) patents (6) rail transport (7) standards and (8) instrumentation. It is intended that these groups should try to identify specific areas for Anglo-Soviet technical co-operation, which could then be explored by interested firms. All these links fall within the general framework of the Anglo-Soviet Agreement for Co-operation in the Fields of Applied Science and Technology, signed in London on January 19, 1968. While firms with long experience of the Soviet Union have, of course, already developed excellent contacts with Ministries and other bodies, these arrangements should make it generally easier for a British firm to establish direct contacts, if not with the actual end-users in the Soviet Union, at least with the ministries by whom these end-users are controlled, in the knowledge that such contacts have now the formal blessing of the Soviet Government.

The new Working Groups are expected to stimulate particularly the sale and purchase of patents and licences, long regarded with little favour in Russia, but now officially respectable. Since July

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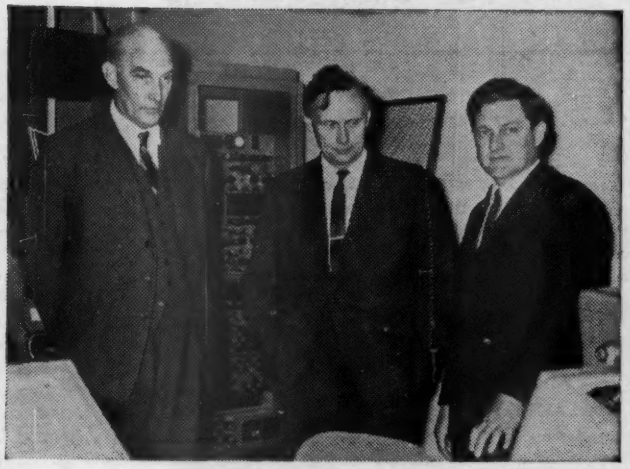

Mr. M. Manterov, director, Import Department of Radio Communication Equipment, V/O Mashpriborintorg, USSR and Mr. V. I. Papushin from the Trade Delegation of the USSR in the United Kingdom recently visited the Chelmsford Works of English Electric Valve Co. Ltd. During their visit a contract was signed for the supply of 4½ inch image orthicon camera tubes. Picture shows from left to right: Mr. B. Kane, The Marconi Co.; Mr. W. E. Turk, marketing manager (Phototubes) Commercial Division, EEV and Mr. M. Manterov.

Mr. George McWatters (centre), chairman of the John White Group, being interviewed in the main square of Higham Ferrers by Bertram Mycock of the 'Made in Britain' team. BBC Television's 'Made in Britain' unit visited Higham Ferrers and Rushden in Northants during May to film material for a feature on John White Footwear. The programme was to spotlight the company's export achievements with special reference to a Russian order for 105,000 pairs of boots and shoes, the largest single overseas contract in the company's history. At left, making notes, is John Tarrant, producer of the programme.

1965 the Soviet Union has been a party to the Paris Convention on Industrial Property, and the All-Union Chamber of Commerce has a Patent Department performing the same functions as Patent Agents in other countries. The actual buying and selling of licences is undertaken by a relatively new Foreign Trade Corporation Licensintorg.

Selling in the Soviet market

Advice on how to trade with the Soviet Union can be had at a large number of points, from the Russo-British Chamber of Commerce with more than 50 years of experience to the East European Trade Council set up only a year ago. London and many provincial cities have Chambers of Commerce with Soviet sections, some of which have sent missions to Moscow and can thus speak from first-hand knowledge. The Soviet Trade Delegation at Highgate has a staff of over 200, including representatives of the Trading Corporations. Some British export merchants are well established in the Soviet market and can represent British exporters. Nowhere is more

(Continued on page 9)

Recent export orders for USSR

More export orders appear on page 52

Leningrad University's £12,000 order

A complete sell-out to Leningrad University, of all the far-infrared spectroscopy equipment shown and the promise of a large repeat order, were the results of Research & Industrial Instruments Co. participation in the recent SIMA Exhibition, Sokolniki Park, Moscow. Equipment now being installed at the university, by the company's engineers attending the exhibition, includes RIIC Fourier Spectrophotometers FS-720 and the new Lamellar-grating Spectrophotometer LR-100 – the world's first commercially available instrument to penetrate the infrared region to the extreme wavelength of three millimeters. Orders immediately placed for these instruments and for other RIIC products, are worth £12,000.

£1¼ million contract

A £1¼ million contract was signed on April 4 in London between Techmashimport, USSR, and Simon Handling Engineers Ltd., for automatic handling, proportioning and control equipment for a new Russian general rubber goods factory to make automobile components.

This will be the fourth major contract of this type that Simon Handling Engineers have obtained from the USSR.

Air compressors

Bristol 'Duplex' compressors, manufactured by Bristol Pneumatic Tools Ltd., of Fishponds, Bristol, have been selected to provide air power for 20 shoe production lines ordered by Russia from the British United Shoe Machinery Company of Leicester in a £2,330,000 contract just signed.

Knitted goods

The house of Sears Holding Limited, have announced the signing of a contract of approximately £70,000, to supply men's and women's knitted outerwear to the USSR.

Plating rectifiers

The Rectifier Equipment Division of Westinghouse Brake and Signal Co. Ltd. have received from Electro-Chemical Engineering Co. Ltd. an order for thyristor controlled silicon plating rectifier equipments valued in excess of £315,000. The equipments are to be exported to the USSR and installed in the new Togliatti factory which will produce Fiat saloon cars. They will provide dc power supplies to the 16 EFCO automatic plating machines plating bumper bars, decorative trim and other car components.

Mr. Richard Perkins, deputy managing director of the Peterborough-based Perkins Engines Group, recently visited Moscow to discuss with senior Russian trade officials the possibility of supplying more British-made Perkins diesel engines to the Soviet Union. Mr. Perkins (left) who was accompanied by Mr. Brian Gomm (centre) Perkins general marketing manager, North European Operations, and Mr. John Pitchford, vehicle sales manager, North European Operations, was invited to Russia by Mr. L. Petrov, president of Avto-export, who recently visited the Perkins factories.

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Верно то, что мы являемся единственным международным банком Великобритании, действующим в латынской Америке. Возможно, что поэтому нас так хорошо знают. Однако, международная банковская группа "Болса" имеет многолетнюю традицию активной деятельности в восточной Европе. Она тесно связана с делом поощрения торговли между странами восточной Европы и латынской Америки. Группа "Болса" хорошо вооружена для выполнения этой роли благодаря ее глубокому знанию торговых условий в этих быстро-растущих странах. Фактически, группа "Болса" в настящий момент имеет ряд финансовых проектов в восточной Европе, имеющих целью поощрение торговли с латынской Америкой. Мистер Франк Бикнелл является нашим представителем в восточной Европе. Свое время он разделяет между странами восточной Европы и главной конторой в Лондоне. Вызовите его по телефону.
Он ждет Вашего звонка с желанием помочь Вам.

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INTERNATIONAL BANKING GROUP

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Bank of London & South America: Argentina, Brazil, Chile, Paraguay, Peru, Uruguay, France, Portugal, Spain, U.K., U.S.A. **Bank of London & Montreal:** Bahamas, Colombia, Ecuador, El Salvador, Guatemala, Honduras, Jamaica, Nicaragua, Panama, Trinidad.
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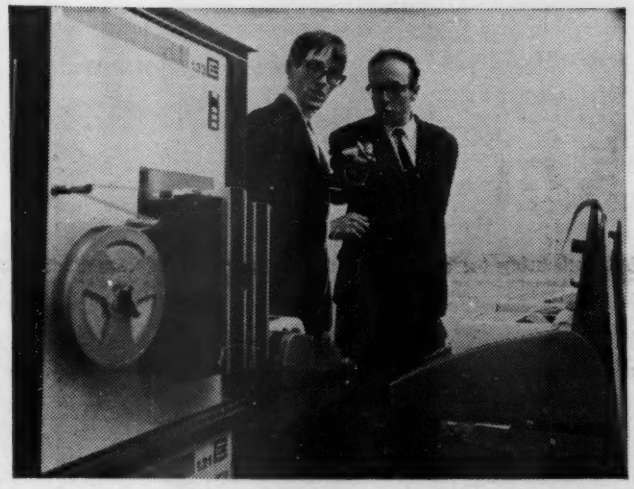
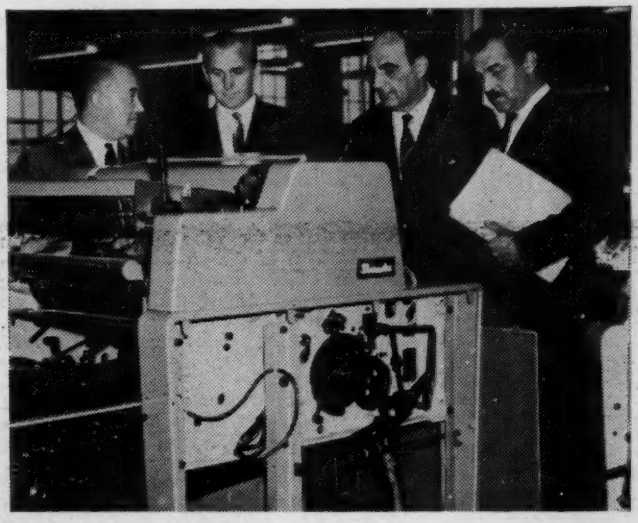


Mr. T. Kutchukian, a member of a Soviet trade delegation with particular interest in the United Kingdom electronic industry, recently paid a visit to the Hemel Hempstead factory of Computer Technology Limited. He is seen here (right) with Mr. Iann Barron, CT's managing director, who demonstrated the firm's Modular One computer.



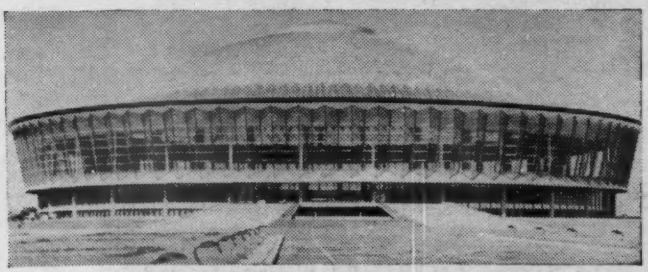
Recent Russian visitors to the Wembley factory of Rotaprint Ltd. From left to right: M. H. C. Such, D. O. Shkrebtienko, N. B. Aryutyunov, A. E. A. De Waele.

NEW TRENDS IN ANGLO-SOVIET TRADE, *continued*

information available than at the Export Services Branch of the Board of Trade. By using the services of such organizations, many of which are provided free, the British exporter can do a lot to gauge the prospects for sales to the Soviet Union before ever setting foot outside Britain. If the outlook appears promising, he will want to introduce himself and his products in writing to the appropriate Trading Corporation. The response may be favourable, or the exporter may have established other contacts (for example, through visiting delegations or at Trade Fairs here or on the Continent) which suggest that interest in his products may exist amongst the end-users, even if it has not yet crystallized in the books of the Trading Corporation. In that event he will want to go to Moscow to meet the Soviet buyers face to face. At that stage, if not earlier, he should secure a copy of the Board of Trade booklet 'Hints to Businessmen Visiting the USSR', of which a new edition will shortly be published. Advance preparation does not guarantee success, but lack of it almost certainly guarantees failure. A visit to Moscow 'on spec' is not likely to lead far beyond the hotel bedroom.

This first visit to Moscow, if properly prepared, will serve to indicate the way forward. The British exporter will be lucky to do business at once. More probably he will be told that his proposals will be considered, that his prices are too high and that he must come back later. He may be urged to advertise in Soviet technical journals; or to join the British pavilion in one of Moscow's international exhibitions; or to take Soviet machine tools or cement in whole or part exchange for whatever goods he is offering. For his own part, he may have been able to establish contact with specialists in Ministries, State Committees, Research Institutes and factories, each of whom may be in a position to influence the prospective sale in one way or another. And at some point he is almost certain to find himself in touch, either by correspondence or in person, with the Commercial Department of the British Embassy in Moscow. Whatever his problems, we are likely to have met them before, and will try to suggest a solution. We have to deal with the whole range of possible British exports, and do not pretend to be specialists in any of them. But after nearly a decade of experience, we think we can claim to know something about the day-to-day business of trading with the Soviet Union. And while entry into this market requires effort and patience, the rewards can be very great.

BRITISH INDUSTRIAL EXHIBITION · Bucharest **ROMANIA**



EXHIBITION HALL

17th to 27th October

Exhibitors and visitors are invited to take advantage of the special travel arrangements made by the Romanian National Tourist Office through their accredited agents during the period of the exhibition.

Full details of air travel from London, including extensions to other European cities, and surface arrangements will be sent on request, together with all other relevant information.

For full details of inclusive travel arrangements write, phone or call:

ROMANIAN NATIONAL TOURIST OFFICE. Tel: [illegible]-8812
98-99 Jermyn Street, London, S.W.1.

French import restrictions

THE FOLLOWING is a translation of an announcement which appeared in the *Journal Officiel* of June 30.

Withdrawal of Liberalization

1. Importers are informed that as from the date of publication of the present notice, importation of the products mentioned in the following table will take effect according to the procedure laid down in Section 1, Chapter 11 of the Decree of the Director General of Customs and Indirect Taxes of January 30, 1967 published in the *Journal Officiel* of January 31, 1967 (procedure for goods not imported freely).

2. Consequently these products are:

(A) To be added to the tables of products for which import quantity restrictions exist as laid down in the two notices published in the *Journal Officiel* of April 5, 1966 and subsequent notices. (See page 1028 of *Board of Trade Journal* of May 6, 1966).

(B) To be deleted from the tables of products for which no import restrictions exist, as mentioned in the notices of January 5, 1966 and April 23, 1968 and subsequent notices.

3. Temporarily, the dispositions of the present notice are not applicable to goods declared for consumption, without having been placed in warehouses or stocked in depots, and for which it can be proved that they have been sent directly to the Customs area before the date of publication of the present notice in the *Journal Officiel*.

Evidence to be produced is that laid down in Article 25 of The Customs Code.

4. Customs classifications of the products now under quota are as follows:

51.04	Woven fabrics of man-made fibres (continuous), including woven fabrics of monofil or strip of heading No. 51.01 or 51.02.
	Woven fabrics of sheep's or lambs' wool or of fine animal hair:
ex 53.11	Fabrics of carded wool.
	Cotton yarn not put up for retail sale:
ex 55.05	Of a number equal or higher than 100.
55.08	Terry towelling and similar terry fabrics, of cotton.
55.09	Other woven fabrics of cotton.
56.07	Woven fabrics of man-made fibres (discontinuous or waste).
59.04	Twine, cordage, ropes and cables, plaited or not.
	Socks and undersocks, not elastic nor rubberized:
ex 60.03	Socks of synthetic fibres.
60.04	Under garments, knitted or crocheted, not elastic nor rubberized.
	Outer garments and other articles, knitted or crocheted, not elastic nor rubberized:
ex 60.05	A. Outer garments and clothing accessories:
	II. Other.
	Men's and boys' outer garments:
ex 61.01	Raincoats for men.
	Women's, girls' and infants' outer garments:
ex 61.02	Raincoats for women, girls and infants.
61.03	Men's and boys' under garments, including collars, shirt fronts and cuffs.
61.04	Women's, girls', and infants' under garments.
61.05	Handkerchiefs.
	Bed linen, table linen, toilet linen and kitchen linen:
ex 62.02	A. II. Other.
	Steel bars:
ex 73.10	C. Not further worked than cold-formed or cold-finished.
	Angles, shapes and sections of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished:
ex 73.11	A. III. Not further worked than cold-formed or cold-finished.
	Hoop and strip, of iron or steel, hot-rolled or cold-rolled:
	B. Not further worked than cold-rolled and pickled:
ex 73.12	II. Other.
73.14	Iron or steel wire, whether or not coated, but not insulated.
	Alloy steel and high carbon steel in the forms mentioned in headings Nos. 73.06 to 73.14:
	A. High carbon steel:
ex 73.15	VII. Wire, whether or not coated, excluding insulated electric wire.
	B. Alloy steel:
	VI. Sheets:
	b. Other sheets:
	2. Not further worked than cold-rolled and pickled, of a thickness of:
ex 73.15	(aa) of 3 mm. or more.
ex 73.15	VII. Wire, whether or not coated, excluding electrical insulated wire.
	Stoves (including stoves with subsidiary boilers for central heating), ranges, cookers, grates, fires and other space heaters, gas-rings, plate warmers with burners, wash boilers with grates or other heating elements, and similar equipment, of a kind used for domestic purposes, not electrically operated, and parts thereof, of iron or steel:
ex 73.36	Appliances burning combustible gases including mixed apparatus, and parts and pieces thereof.
	Refrigerators and refrigerating equipment:
ex 84.15	Domestic refrigerators incorporating compression type motors, including furniture designed to be equipped with refrigerating apparatus.
	B. Clothes-washing machines, each of a dry linen capacity not exceeding 6 kilograms:
ex 84.40	I. Electrically-operated, excluding drying machines.
	Winch tractors:
	C. Other:
ex 87.01	Road tractors.
87.02	Motor vehicles for the transport of persons, goods or materials (including sports motor vehicles, other than those of heading No. 87.09).

The following announcement also appeared in the *Journal Officiel* of June 30, 1968:

Liberalization of Trade (Technical Visa)

Importers are informed that from the date of publication of this announcement, importation from all countries of the products listed in an annex (which appeared in yesterday's *Export Service Bulletin* and which will be published in next week's Journal) will take effect (with the reservation that products shall be liberalized in accordance with the trade liberalization announcements now in force) according to the procedure laid down in Titre 1, Chapitre 1, Section 11*

President on French trade measures

COMMENTING ON the French Trade measures announced from Paris on June 26, Mr. Anthony Crosland, President of the Board of Trade, said:

'I greatly regret that the French Government have found it necessary to take these measures at a time when it is more than ever important to avoid any threat to the continual expansion and the liberal conduct of world trade. We are now seeking further details of what is proposed with a view to estimating the effect which it may have on our own trade interests. Meanwhile, the Government thinks it essential that the justification for these measures, and their implications, should be urgently examined in the GATT.'

Registration of Trade Marks in France

UNDER THE NEW FRENCH law on Trade Marks, which came into effect on August 1, 1965, the first applicant is entitled to register a trade mark and the mere use of a mark no longer confers any proprietary rights. The law provides for a three-year transitional period, which ends on July 31, 1968, during which persons who have used a trade mark prior to August 1, 1965, but have not registered it are given priority to register their marks. Under the new law trade marks are registered in respect of goods and services.

Companies who have used unregistered trade marks in France for goods and services prior to August 1, 1965, are strongly recommended to ensure that they are duly registered by July 31. Failure to do so could lead to registration and use by competitors. There is also a very real danger that unscrupulous persons might take advantage of the provisions of this law and register well-known commercial names with the idea of selling them back to the actual users; such practices have not been unknown under similar circumstances. The legal action necessary to redress such abuse would be long and expensive.

An English translation of the new law and of the decree applying the provisions of the law is available for consultation in the Foreign Patents Section of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Southampton Buildings, Chancery Lane, London, W.C.2.

of the Decree of the Directeur eneral of the Customs and Indirect Taxes of January 30, 1967 published in the 'Journal Officiel' of January 31, 1967 (procedure for imported liberalized products, which are subject to an administrative visa).

The technical visa procedure has been introduced for the above items to enable the French Government Departments concerned with particular classes of goods, such as: textiles, chemical or electrical products, to maintain close watch over the volume of imports by receiving immediate copies of the invoices and shipping documents from the French Customs authorities.

The lists of products subject to a technical visa appearing in the *Journal Officiel* of January 5, 1961, April 5, 1966 (two announcements), January 30, 1966 and April 23, 1968 and in subsequent announcements should therefore have added to them by groups as shown below the Customs classifications and products listed in the following annex.

Temporarily, the dispositions of the present notice are not applicable to goods declared for consumption, without having been placed in warehouses or stocked in depots, and for which it can be proved that they have been sent directly to the Customs area before the date of publication of the present notice in the *Journal Officiel*. Evidence to be produced is that laid down in Article 25 of the Customs Code.

Section 2 – Regulations for imports subject to administrative approval

Art. 6 – In order to obtain the administrative approval required for the import operation, the importer shall submit to the appropriate administrative authority an import declaration, Form DI in triplicate, (one copy white, one copy green-striped and one copy red-striped).

This declaration replaces the 'attestation AV' previously used for operations subject to administrative approval.

The green-striped and red-striped copies of the declaration are returned to the importer when it has been approved. The white copy is retained by the authorities.

Unless a restriction is indicated by an entry on the 'declaration DI' the period within which the declaration may be used at the customs is six months reckoned from the day after the date of approval, provided that the regulations under which it was approved are still in force for the product to which it relates.

With the same reservation, the declaration DI may still be used at the Customs when the importer produces evidence, as laid down in Article 25 of the Customs Code, that the goods were shipped directly and exclusively to the Metropolitan Customs territory before the expiry of the period of six months mentioned above. This provision is not applicable to goods declared under the Customs Regulations concerning bonded warehouses ('entrepôt' or dépôt').

Art. 7 – When the goods are cleared from the customs two copies of the declaration DI must be produced to the Customs authorities. The red-striped copy is kept at the Customs House. The green-striped copy annotated by the Customs authorities is returned to the importer who must keep it available to the authorities.

In the case of part shipment, the copies of the declaration DI may be used more than once, the appropriate items being deducted.

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288, where the full French text may be seen.

President's statement on Kennedy Round tariff reductions

IN A STATEMENT released on July 1 Mr. Anthony Crosland, President of the Board of Trade, said that the Kennedy Round tariff reductions would bring about by the beginning of 1972 'the most extensive liberalization of world trade ever achieved. As a country heavily dependent on world trade, we stand to gain from this. It means over the next four years a substantial reduction of tariff barriers, in many cases up to 50 per cent, in some of the most dynamic markets in the world affecting over £1,000 million of our exports. In addition to enjoying the competitive advantage gained from devaluation, British exporters can now look forward to the new opportunities afforded by easier access to many of their major markets overseas.'

Implementation

Lists of the countries which began to implement their Kennedy Round tariff concessions on January 1, 1968, or alternatively planned to do so on July 1, 1968, were published in the *Board of Trade Journal* on June 7 (page 1712). Further notifications from the GATT have provided additional information as follows:

Trinidad and Tobago. Reductions agreed by Trinidad and Tobago are being implemented in full on July 1, 1968.

Chile should be added to the list of countries which began imprementation on January 1, 1968.

Iceland. It is now understood that in putting its full reductions into force on February 15, 1968, Iceland excepted the customs duties on office machinery covered by the following headings:

No. 84.51.00	No. 84.53.00
No. 84.52.01	No. 84.54.01
No. 84.52.02	No. 84.54.09
No. 84.52.03	No. 84.55.01
No. 84.52.09	No. 84.55.09

For all the above tariff positions the base rate of duty is 60 per cent and the concession rate of duty 35 per cent. A reduction ot 10 percentage points will be made on July 1, 1968, and further reductions of 5 percentage points will be made subsequently on January 1, 1970, 1971 and 1972.

New Minister of State, Board of Trade

Mr. William Rodgers, new Minister of State, Board of Trade.

THE FOLLOWING statement was issued by the Cabinet Office on July 1:

'The Rt. Hon. Raymond Jones Gunter, Minister of Power, having tendered his resignation, the Queen has been graciously pleased to accept this.

'Her Majesty has been pleased to approve the following appointments:

Minister of Power: The Rt. Hon. Roy Mason.

Postmaster-General: The Rt. Hon. John Thompson Stonehouse.

Minister of State, Ministry of Technology: Mr. Joseph Percival William Mallalieu.

Minister of State, Board of Trade: William Thomas Rodgers.'

United Kingdom exports to South Africa

LORD BROWN, Minister of State, Board of Trade, wrote to Mr. John Davies, Director General of the Confederation of British Industry on June 26, explaining the Government's views on trading with South Africa. Lord Brown's letter followed an earlier letter sent by Mr. Anthony Crosland, President of the Board of Trade, on April 4 (*Board of Trade Journal*, April 19, page 1207).

Lord Brown wrote:

'A case was recently brought to my attention in which a South African purchaser refused to buy British goods unless he could be assured that HM Government would not take action to prevent the contract being honoured.

'Although the Government has already made clear (in, for example, the letter from the President of the Board of Trade to you dated April 4, 1968) the considerable value it places upon our exports to South Africa of non-military goods, other British firms may be asked for similar assurances.

'In the case in question an assurance was given to the British firm to pass on to the South African purchaser and I am writing to inform you that this assurance is available to all British exporters, in respect of contracts involving non-military goods, in the following terms:

'"HM Government have always set themselves against an economic confrontation with South Africa. No question of sanctions against South Africa has been proposed or contemplated by HM Government and, even where HM Government decided, following the change of Government in 1964, to give effect to the UN resolution about the supply of armaments to South Africa, specific provision was made for the honouring of existing contracts. The South African purchaser can therefore go ahead in the confidence that any contract they sign with the United Kingdom exporter will be honoured."

'I am writing in similar terms to the chairman of the BNEC Area Committee for South Africa (Mr. W. E. Luke) and this letter will be published in the *Board of Trade Journal*.'

'The object of devaluation'

— Mr. Roy Jenkins

'THE OBJECT of devaluation last November was to create the opportunity for a structural change in the economy which would enable us to achieve a massive swing-round in the balance of payments,' said Roy Jenkins, Chancellor of the Exchequer, at the annual luncheon of the Association of British Chambers of Commerce on June 26. 'For five years we have been spending abroad more than we earned abroad. This had to stop. There is no reason why the rest of the word should go on indefinitely subsidizing us. We have to aim for the future not merely at eliminating the deficiit on our balance of payments but at achieving as soon as possible a substantial and continuing surplus, such as will enable us to discharge our indebtedness and built up our reserves.'

The Chancellor said devaluation by itself was not sufficient to bring this result about. We had to make sure that resources were not pre-empted by the demands of the domestic economy but were available so that the challenges presented by devaluation can be met.

'This is the Government's responsibility, and has been the object of our policies since I took office as Chancellor seven months ago,' he said. 'We have not shirked the difficult decisions this involved. Last January we made major changes in public expenditure programmes, to reduce the projected rate of growth to a level compatable with the enormous task which faced us on the balance of payments. Two months later I introduced a Budget designed to produce a significant cut-back in consumption: I had to think in terms of taking out of the economy something of the order of £500 million by the end of 1968, and this meant larger increases of taxation, since the demand effects of increases in taxation are always somewhat less than the actual increases in the amount of revenue.'

Speaking of exports, the Chancellor said: 'Devaluation, combined with the measures we have taken to contain domestic demand, presented our country with the opportunity, perhaps the greatest since the war, to achieve a massive break-through in exports. After making allowances for the abolition of the export rebate, the higher cost of imports and the withdrawal of SET premium payments to manufacturers outside development areas, the price advantage which devaluation gave us amounted to about 9 per cent.

'This gives plenty of scope to British exporters to reduce their foreign exchange prices or to improve delivery sales and service activities abroad. Many of our exporters are clearly using this opportunity well.

'Allowing for the diminishing importance of shipments delayed by last year's strikes in the docks, the trend of exports is strongly upwards, in line with our forecast. This is encouraging. Equally or still more encouraging is the trend of export orders in recent months. The inflow of export orders has been rising in the engineering industry. Our shipbuilders report a large increase in export orders, and orders for textiles and clothing have also been substantially higher this year than in the corresponding period of last year. Car production for export was 36 per cent up during March-May on the preceding three months and nearly two-thirds higher than in the second half of last year.

'Optimism is high in the export industries. The latest Industrial Trends Survey carried out by the Confederation of British Industry reports that expectations of increases in export orders and deliveries at the time of the previous survey have largely been realized, and that the proportion of firms expecting those trends to continue remains high. Fewer firms now think that prices will be a factor limiting export orders.

'The prospect of a continuing rise in world activity and trade means that there is plenty of scope for still greater improvement in British exports. I invite you all to reflect on the remarkably persistent buoyancy that overseas markets have shown since the war, and on the implications of this not just for the country's export prospects but for the growth of production and profitability in British industry. In the first quarter of 1968 total imports by OECD countries were about 8 per cent higher than in the third quarter of 1967, and there was a similar increase in exports. The lessons are clear. Overseas markets can provide a major source of the expansion of demand for which British industry needs to look. Apart from this, it is undoubtedly the case that it is the most export-orientated economies which have gone ahead most consistently and strongly. A good export performance greatly increases the chances of a steadily expanding home market – without the interruptions which balance of payments crises inevitably bring and thus of good profit prospects which I certainly wish to see.'

Lord Crowther to lead committee for review of consumer credit

IN ANSWER to a Parliamentary Question on July 2, Mr. Anthony Crosland, President of the Board of Trade, announced that, in consultation with Mr. Roy Jenkins, Chancellor of the Exchequer, he was appointing a Committee to make a wide-ranging review of consumer credit.

The Committee will have the following terms of reference:

(i) to inquire into the present law and practice governing the provision of credit to individuals for financing purchases of goods and services for personal consumption;
(ii) to consider the advantages and disadvantages of existing and possible alternative arrangements for providing such credit, having regard to the interests of consumers, traders and suppliers of credit including depositors;
(iii) to consider in particular whether any amendment of the Moneylenders Acts is desirable; and
(iv) to make recommendations.

Lord Crowther will be chairman of the Committee. The names of other members will be announced as soon as possible.

Notes:

Reasons for the inquiry

The background to the setting up of the Committee is concern about the high cost of some forms of consumer credit, the effect that this has on interest rates, and the need for a review of the Moneylenders Acts and the Protection of Depositors Act.

In addition, there is concern about the avoidance of the hire purchase restrictions by firms which operate personal loan or check trading schemes. A fresh look is required at the whole field of consumer credit, bearing in mind the narrow range of goods covered by the hire purchase controls, and the forms of credit available for purchases of the same goods which are not subject to the controls.

Scope of inquiry

It is intended that the inquiry should cover an extensive range of credit facilities – e.g. conventional hire purchase and other forms of deferred payment terms available from traders and financial institutions, personal loans from banks and finance houses, check trading, money lending, lending by insurance companies and by second mortgages (when not linked with property improvement or repair). Borrowing for the purchase, improvement or repair of property will be excluded. The inquiry will be confined to credit for individuals and will not extend to credit for industry or commerce. It is not expected that the Committee will need to pay much attention to short term finance (of 40 weeks or less) such as the normal run of mail order credit, ordinary trade credit, budget store accounts or credit cards. Bank finance will be excluded except for loans and overdraft facilities to individuals for purchases of goods and services.

It is not intended that the inquiry should cover all the interests of the Government in consumer credit matters; but it is proposed to bring some interests, such as the circumvention of the hire purchase controls by the use of other forms of credit, and the connection between levels of interest, to the Committee's attention in Departmental evidence.

The terms of reference do not include a specific mention of the Protection of Depositors Act, but they do require the Committee to take note of the general interests of depositors.

Treasury Returns

HM TREASURY announce that the monthly Return for June was published in the *London Gazette* on July 4. This replaces the old-style quarterly Exchequer Return which would have been issued on the last working day of the month.

Similar arrangements will apply to the monthly Returns for September and December. The March Return, however, containing the final figures for the financial year, will be issued, as before, on March 31.

Copies of these quarterly Returns will be available from the Treasury.

Lord Brown to visit Hemel Hempstead, Dunstable and Luton

LORD BROWN, Minister of State at the Board of Trade, with special responsibility for exports, is to visit Hemel Hempstead, Dunstable and Luton on July 11 and 12. This is the latest in a series of regional visits to firms actively engaged in the export drive.

On July 11 Lord Brown will visit Hemel Hempstead. After calling on the Technical Help to Exporters Section of the British Standards Institution the Minister will visit Dexion Ltd., manufacturers of slotted angles and steel shelving, where he will have luncheon. In the afternoon Lord Brown will visit three firms in Hemel Hempstead, Access Equipment Ltd., manufacturers of hydraulic equipment, Chemical Building Products Ltd., cement water proofers and protective paint manufacturers, and Multicore Solders Ltd., solders in wire and plate form. That evening Lord Brown will be guest of honour at dinner given by the Controller, Board of Trade Eastern Region, at the Breakspear Motor Hotel, Hemel Hempstead, which will also be attended by some local exporters.

On July 12, Lord Brown will visit two firms in Dunstable, Coulter Electronics Ltd., manufacturers of electronic counters, and Hawthorn Baker Ltd., manufacturers of precision printing equipment, before lunching with the Luton Chamber of Commerce at Whitbread's Brewery, Luton. That afternoon the Minister will visit the Luton firms of Hayward Tyler & Co. Ltd. pump manufacturers, and Marida Export Ltd., hat manufacturers, before returning to London.

Consideration of mergers by the Board of Trade (1)

IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed mergers to the Monopolies Commission under the provisions of that Act:

(1) Rockware Group Ltd. and Jackson Bros. (of Knottingley) Ltd.
(2) London Brick Co. Ltd. and Marston Valley Brick Co. Ltd.

Consideration of mergers by the Board of Trade (2)

IN CARRYING out his responsibilities under the Monopolies and Mergers Act, 1965, Mr. Anthony Crosland, President of the Board of Trade, has decided that, on the information at present before the Board of Trade, it is not his intention to refer the proposed acquisition of Ashton Bros., Ltd. by Courtaulds, Ltd. to the Monopolies Commission under the provisions of that Act.

Notes.

The implications for the public interest of the proposed acquisition of Ashton Bros. by Courtaulds, Ltd. have been considered by the Board of Trade in the light of:

(a) their normal criteria in respect of mergers which fall within the scope of the Monopolies and Mergers Act, 1965 – the merger is within the scope of the Act because the value of the gross assets being taken over exceeds £5 million;
(b) the recommendations contained in the report of the Monopolies Commission on the supply of cellulosic fibres.

The Commission recommended that Courtaulds should not be allowed, without the permission of the Board of Trade, to make further acquisitions in any sector of the textile and clothing industries if its share of capacity in that sector exceeds a figure laid down by the Board of Trade, or would do so following these acquisitions. The Monopolies Commission said that 25 per cent appeared to be appropriate as the share for the purpose of this recommendation for manufacturing sectors, though they did not specifically include the figure in their final recommendation.

The Board of Trade have considered the information available and have reached the conclusion that, on the basis of that information, there is not sufficient *prima facie* evidence of risk of detriment to the public interest to justify a reference to the Monopolies Commission under the 1965 Act.

The Monopolies Commission envisaged that it would be for the Board of Trade to determine in the case of each sector of industry the appropriate share and whether in any particular case the permission should be given to exceed that share. In terms of the percentage suggested as possibly appropriate by the Monopolies Commission, it was necessary for the Board of Trade in examining the proposed merger to have special regard to only two sectors of production; in one sector the acquisition would not have taken Courtauld's share beyond the percentage suggested by the Monopolies Commission and in the other, though some increase in share was involved, the Board concluded that in the special circumstances of the proposed merger, the acquisition in this sector would not of itself lead to any appreciable diminution of competition.

The recommendation by the Monopolies Commission on further acquisitions by Courtaulds is still under discussion with the firm. The decsion not to refer the present merger to the Monopolies Commsision is without prejudice to the ultimate decision to be taken on the implementation of the Monopolies Commission's recommendations.

Three-man working party on quality assurance schemes

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, with the advice and agreement of the Confederation of British Industry, has appointed a three-man working party to consider what kind of organization should be set up in the United Kingdom to extend and co-ordinate voluntary quality assurance schemes for the raw materials of industry and for manufactured goods.

The members of the working party are: Sir Eric Mensforth, president of the Institute of Production Engineers, chairman of Firth Brown Tools Ltd., and deputy chairman, John Brown Ltd. (chairman); Mr. G. B. R. Feilden, group technical director, Davy-Ashmore Ltd.; and Professor B. T. Houlden, professor of Business Studies, University of Warwick. The secretary will be Mr. C. F. Watkinson, head of Standards 4, Ministry of Technology, Abell House, John Islip Street, London, S.W.1.

A preliminary study on the subject has already been carried out jointly by the Ministry of Technology and the CBI, but the working party will also seek the views of a number of interested organizations.

Honours award to managing director of Euclid (GB) Ltd

HM THE QUEEN has been graciously pleased to award an honorary OBE to Mr. George Perry, the managing director of Euclid (Great Britain) Ltd., and a United States citizen.

Mr. Anthony Crosland, President of the Board of Trade, will be making the presentation at a small informal ceremony at the Board of Trade. The date for this will be announced later.

Value limit on use of gold in charms, tablets, etc.

FROM June 28, the value limit on the use of gold for the manufacture in the United Kingdom of small gold charms, tablets, etc., was increased from £2 to £2 10s. The weight limitation will remain at 5 dwts.

On the same date, the Open General Import Licence was amended to allow the import of such gold articles to the same value. Amendment No. 9 to the Open General Licence is obtainable from HMSO, from June 28, price 4d. Board of Trade Notice to Importers No. 1225 issued on July 2 also refers.

Note:

The import of gold medals, medallions, etc. and the use of gold for their manufacture in the United Kingdom was prohibited on April 27, 1966 as part of the closer control of gold and gold coins then introduced.

Following discussions with the trade the prohibition was relaxed on February 6, 1967 to allow the use of gold for the manufacture of small gold charms, etc., weighing not more than 5 dwts., and worth not more than £2. The relaxation now announced is to take account of increases in costs since February 1967.

The removal of the import restriction is in accord with international obligations.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by July 19, 1968.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.14	Potassium sorbate	As in previous column	December 31, 1968	2184
	Sodium formate	As in previous column	December 31, 1968	6960
29.22	4, 5 - Dichloro - *o* - phenylenediamine	4:4 Dichlorophenylene diamine	December 31, 1968	13181
29.25	*NN'*-Diethyldiphenylurea	NN Diethyl diphenylurea	December 31, 1968	13182
29.31	*iso*Thiocyanatobenzene	As in previous column	December 31, 1968	13184

Application for anti-dumping duties on low-density polyethylene

THE BOARD OF TRADE give notice that they are considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Act, 1957, of anti-dumping duties on low-density polyethylene, being polyethylene (of density not less than 0.912 gramme per cubic centimetre and not more than 0.935 gramme per cubic centimetre as determined by the method in Appendix B of British Standard Specification 3412: 1966), in the form of blocks, lumps, powders (including moulding powders), granules, flakes, and similar bulk forms, imported from France, Italy, the Netherlands, and the United States. This application may be extended to include other countries supplying this product at prices which appear to be dumped.

A statement of the applicants' case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence. Requests for the statement, together with an undertaking in these terms, should be addressed in writing to the Tariff Division, Board of Trade, Room 107, 2 Central Buildings, Matthew Parker Street, London, S.W.1.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing to the Board of Trade at the above address not later than July 19, 1968. Such representations in summarized form and without attribution to the source may be passed to the applicants for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

The Import Duties (Temporary Exemptions) (No. 3) Order, 1968

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 3) Order, 1968.

This Order provides that the goods listed in Schedule 1, mainly chemicals and certain other goods, shall be temporarily exempt from import duty, and those listed in Schedule 2, mainly chemicals and certain other goods, shall continue to be temporarily exempt from import duty until January 1, 1969, except for items for which an earlier day is specified in the Order. The Order also continues until January 1, 1969 the partial exemption for photographic film base of cellulose acetate.

The Order came into operation on July 4, 1968 and has been published as Statutory Instruments 1968 No. 978.

Copies of the Order are obtainable direct from HMSO, 49 High Holborn, London, W.C.1, and branches.

Aluminium reduction plant in Anglesey

MR. GEORGE THOMAS, Secretary of State for Wales, has granted planning permission to the Rio Tinto-Zinc Corporation Limited for the construction of an aluminium reduction plant and associated works at Penrhos, near Holyhead, Anglesey.

New member of English Industrial Estates Corporation

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed Mr. R. W. Holder to be a member of the British Industrial Estates Corporation as from June 14, 1968. Mr. Holder is managing director of Avimo Limited and fills the vacancy caused by the resignation for personal reasons of Mr. A. L. Miller.

Notes:

Mr. Holder, a solicitor by profession, is a member of the South-west Economic Planning Council and of the Hunt Committee.

The English Industrial Estates Corporation, together with those for Scotland and Wales (formerly known as the Industrial Estates Management Corporation) were set up under the Local Employment Act, 1960. The corporations, which were the successors to the Industrial Estates Companies are responsible for the development and management of Board of Trade industrial estates and factories. There are some 26 estates under the management of the English Corporation of which the largest is at Team Valley, near Gateshead. The corporation is also responsible for building factories in England on behalf of the Board of Trade; current projects include 23 advance factories either under construction or shortly to be started and the establishment of new industrial estates at Brandon and Cramlington.

Austin Reed to move north

AUSTIN REED, the menswear group are to move a large part of their retail head office facilities to Thirsk, North Riding, in the Northern Development area. Also involved in the move is the whole of the warehouse and transport organization at present based at Wembley. About 25 key personnel will be asked to move from the London area and about 100 employees will be recruited locally.

IDC Limited have been instructed to prepare detailed plans and specifications with a view to erecting a complex of modern buildings totalling some 55,000 sq. ft. on a site of about nine acres.

German manufacturer sets up in Northern Ireland

MR. BRIAN FAULKNER, Northern Ireland Minister of Commerce, announced on June 25 that Höxtersche Gummifädenfabrik Emil Arntz KG. has decided to establish in Londonderry. The Northern Ireland company will be known as Arntz Belting Co. Ltd., and will produce a wide range of v-belts most frequently used in motor vehicles and machinery. The company will occupy a government-built factory of 28,000 sq. ft. at Pennyburn in Londonderry, to which a further 13,000 sq. ft. will be added as the labour force builds up. The manufactured articles will meet increasing demands in Great Britain and the EFTA countries.

In making the announcement, the Minister of Commerce referred to the development as representing 'another step forward in the industrial development of Londonderry; the male employment which it promises is what the city needs. It also gives further evidence of the effectiveness of the Ministry of Commerce industrial drive in Germany and underlines the soundness of our decision to mount a major effort in that country.'

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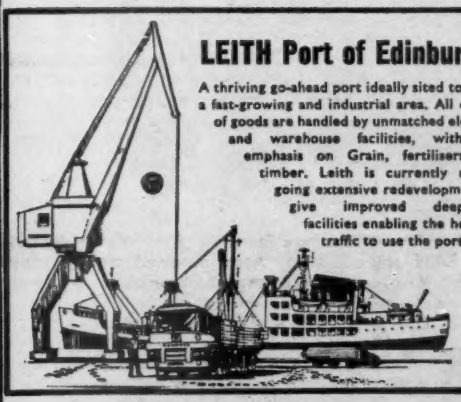
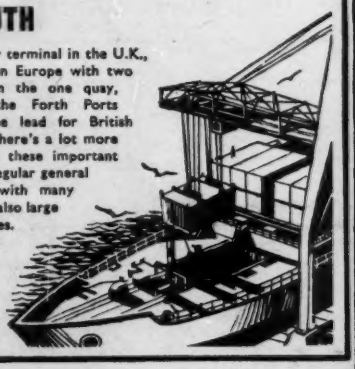


LEITH Port of Edinburgh

A thriving go-ahead port ideally sited to serve a fast-growing and industrial area. All classes of goods are handled by unmatched elevator and warehouse facilities, with the emphasis on Grain, fertilisers and timber. Leith is currently undergoing extensive redevelopment to give improved deepwater facilities enabling the heaviest traffic to use the port.

GRANGEMOUTH

With the first container terminal in the U.K., and as the first port in Europe with two Transporter cranes on the one quay, Grangemouth puts the Forth Ports Authority well in the lead for British container traffic. But there's a lot more to Grangemouth than these important developments. It has regular general cargo liner services with many parts of the world and also large bulk cargo and oil trades.



GRANTON

Adjacent to Leith on the South bank of the Forth, Granton is a bustling port in its own right. Dealing in bulk cargoes with the accent on oil. In addition the port has its own trawling fleet.

BURNTISLAND

One of the three Forth Ports on the North bank of the Forth, specialising in bulk loads. The main import is bauxite ore for the local aluminium works and the principal export, alumina, is a by-product from the same works.

KIRKCALDY

A compact port with excellent facilities for coastwise and continental trade. Cargoes are varied, but wheat, wood pulp, malt and lime largely, Kirkcaldy being ideally situated to handle the needs of industrial and agricultural Fife.

METHIL

A thriving port handling a variety of imports and exports. The principal coal shipping port in Scotland. Its import trade derives mainly from wood pulp, esparto grass and china clay for the Fife paper-making industry and from fertilisers, timber, and foundry sand.

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041-221 3961/7

Mr William Ross reviews Scottish industrial expansion

MR. WILLIAM ROSS, Secretary of State for Scotland, opened the Scottish Industrial Promotion at the Scottish Council Display Centre in London on June 26.

Recalling that the Scottish Council's slogan in 1965 was 'Move Into Scotland – It's on the Move,' Mr. Ross said: 'The facts show that we have moved a long way. The statistics for the three-year period 1965-1967 state that more than 16¼ million square feet of new factories were built, providing an estimated 45,400 jobs. This is a 27 per cent increase in square footage and an increase in potential employment of 22 per cent over the corresponding figure for the previous three years. The new jobs involved in approvals in the same period – in the issue of Industrial Development Certificates – number 62,700, an increase of 57 per cent over the figure for the previous period; a most effective yardstick of the effect of the Government's policy of financial inducements for industrial investment in Scotland.'

Mr. Ross went on to say that these bare facts did not reveal the quality and importance of the new industry coming into Scotland. The most dramatic progress had been made in the modern growth industries; electronics and office machinery. They accounted largely for the expansion in engineering and electrical goods. Between 1959 and 1967 there was a growth in employment of over 29 per cent to 184,000 in the sector which now represented 25 per cent of total manufacturing employment in Scotland. In the electronics industry alone there had been an increase of 40 per cent in the last three years. And the number of people employed was expected to rise to about 30,000 by 1970. 'Fifty electronic firms – 14 originating in Scotland – are now located in Scotland,' said Mr. Ross. 'These developments mean that many of the glamour jobs for scientists and technologists are now being found in Scotland. Two generations ago Scotland produced the best steam engines and ships. The young Scots engineers of the future will design and produce the computers and micro-electronic circuits for the space-age.

'The face of Scotland is changing. You only have to look to see that this is so. And it hasn't materialized by itself. It is the product of hard work involving the Government, many organizations and many individuals. The kind of industry which we see illustrated here today belongs to the new age. It is in no sense the product of an isolated policy for Scotland but a policy which embraces the whole of Britain. In a world where barriers are rapidly shrinking there is no place for economic parochialism. The new energies being released in Scotland are being channelled into further technical advances.

'Three of the larger firms exhibiting here today illustrate the international pattern of the new Scotland. British Petroleum Chemicals have built one of the biggest ethylene plants in Europe at Grangemouth. Honeywell and Burroughs from across the Atlantic have established huge electronic complexes in Scotland, employing respectively 4,000 and 5,000 people. New industry is spreading at a dramatic rate: capital expenditure by manufacturers in Scotland in the last nine years has averaged over £100 million a year. A sure sign that industrialists have faith in the future of the Scottish economy.

'All this growth is related to the Government measures now being vigorously applied in Scotland. Industry in Scotland and the other development areas now enjoys an advantage of a weekly 37s. 6d. per worker over the rest of the country in REP and SET refunds. £50 million of investment grant on new plant and machinery in Scotland has been paid out to industry in Scotland since 1966. This is one-seventh of the total amount for the whole of Great Britain.'

Buyer/credit scheme for machine tools

THE MINISTRY of Technology announce that the clearing banks have decided to continue for a further period the scheme announced in August 1967 whereby loans can be made available to credit worthy buyers of British machine tools, but propositions may involve repayments substantially smaller in the first three years than in the final two. Arrangements can generally be negotiated to suit the particular needs of any approved borrower.

It is some while since this facility was published and in view of the International Machine Tool Exhibition being held at Olympia until July 11 it is thought that likely purchasers of machine tools might wish to be reminded of the arrangements.

Royal Mint's export record

THE REPORT of the Royal Mint for 1967 reveals that in 1967 the Royal Mint exported the record number of 925 million coins, nearly 70 per cent of the year's production. United Kingdom coin production totalled 441 million. The total production of 1,366 million coins was a little less than the record total of 1,400 million in 1966.

The 925 million coins exported last year went to 39 Commonwealth and foreign countries, including Bhutan, Colombia, Ghana, Iraq, Kenya, Panama, Tonga, Venezuela and Zambia. Completely new coinages were ordered by Brunei, Malaysia, Singapore, Somalia and Western Samoa. Crown pieces in silver and cupronickel were struck for Gibraltar, the first Gibraltar coins since 1842.

The 98th annual report of the Deputy Master and Comptroller of the Royal Mint was published on June 27, 1968 (HMSO, price 9s. 6d.). The report also contains comments on the rebuilding of the Royal Mint, decimalization, and the hoarding of coins and its prevention.

ABPI reports record pharmaceutical production, exports and research

THE HIGHEST-EVER levels of production, exports and research by the pharmaceutical industry are announced in the 1967-1968 report of the Association of the British Pharmaceutical Industry, published on July 1. Exports topped £80 million in 1967, and research expenditure went up to a total of £16.4 million (£14.5 million on human medicines plus £1.6 million on veterinary medicines and £300,000 to external research centres).

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British commercial representatives overseas

THE LIST of British Commercial Representatives Overseas as published in the *Board of Trade Journal* on June 14 should be amended as follows:

CZECHOSLOVAKIA – *amend* telex number to '2055-00511',

FRANCE – PARIS *amend* telex number to '65264',

GERMANY – FRANKFURT *add* postal address of British Consulate-General, '6 Frankfurt 90, Postfach 900129',

HAMBURG *amend* telephone number to '33 53 06'.

INDONESIA – *amend* address and telephone number of British Embassy to 'Djalan Thamrin 75, DJAKARTA (Tel. 41091-8.)

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEE	SUBJECT-MATTER
	June 14, 1968	
973,989	F.F.S.A.	Pipe connections.
979,360	Grosfillex Freres S.A.R.L.	Apparatus for decoration of objects of plastic material.
1,009,708	Philco-Ford Corporation.	Electrical systems.
1,025,967	Philco-Ford Corporation.	Image systems.
1,054,450	Philco-Ford Corporation.	Semiconductor devices.
1,066,959	Philco-Ford Corporation.	Semiconductor devices.
1,039,965	Gevaert Photo-Producten	Colour couplers for photographic images.
1,062,203	Gevaert Photo-Producten	Photographic colour images.
1,061,431	Gevaert Photo-Producten	Coating of liquid compositions.
1,075,084	Gevaert Photo-Producten	Colour couplers for fellow.
	June 17, 1968	
990,286	Northern Electric Company Limited.	Complementary transmission gating circuit.
1,070,296	Societe des Forges et Ateliers du Creusot.	Safety brake for cable-hauled rail vehicles.
1,071,446	Compagnie d'tudes et de Realisations de cybernetique Industrielle.	Apparatus for detecting the distance between the end of a lance for blowing gas on to a pool of metal and pool level.
1,072,035	Perma	Curler for hairdressing.
1,072,510	Societe des Forges et Ateliers du Creusot.	Alloy steels.
1,075,811	Societe Nouvelle des Ateliers de Venissieux.	A single axle mounting for a rail vehicle comprising two articulated elements.
1,081,477	Societe Nouvelle des Ateliers de Venissieux.	Double-deck car carrier wagon.
1,081,867	Societe des Forges et Ateliers du Creusot.	Packing for rotary shaft bearings.
1,089,260	Societe Mte.	Electric generating apparatus.
1,090,525	Societe D'Optique, Precision, Electronique et Mecanique.	Apparatus for measuring co-ordinates of points in a curve.
	June 18, 1968	
773,015	Standard Telephones & Cables Ltd.	Electrical apparatus-mounting arrangements.
851,103	Standard Telephones & Cables Ltd.	Modulators for electric carrier communication systems.
885,117	Standard Telephones & Cables Ltd.	The preparation of a solid element by thermal decomposition of its hydride.
910,453	Standard Telephones & Cables Ltd.	Data transmission systems.
950,803	Standard Telephones & Cables Ltd.	Component mounting arrangement.
975,600	Standard Telephones & Cables Ltd.	Apparatus for the determination of attenuation in waveguides.
1,001,921	Societa Italiana Rosine S.p.A.	Process for polymerizing saturated aldehydes.
	June 19, 1968	
857,458	Standard Telephones & Cables Ltd.	Electron discharge device.
862,894	Licentia Patent Verwaltungs G.m.b.H.	Spin dryers.
866,169	Standard Telephones & Cables Ltd.	The manufacture of insulated electric conductors.
894,445	The British United Shoe Machinery Co. Ltd.	Fastener-supplying mechanisms.
1,082,271	Agfa Aktiengesellschaft	Process for the transfer of layers to unexposed parts of a silver halide layer.
	June 21, 1968	
981,470	Agfa Aktiengesellschaft	Stabilized photographic emulsions containing polyalkylene oxide sensitizers.
993,170	Wallace, Albert	Space heaters.
998,982	Centre Technique des Industries de la Fonderie.	Method of making foundry moulds.
	June 24, 1968	
841,949	Standard Telephones & Cables Ltd.	Registration of calls in telecommunication exchanges.
995,765	Umberto Finzi	Improvements in timing devices.

Any person who claims that the patentees at the time of endorsement of any of the above patents were precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patents Office,

Exporting—theme of Southampton conference

EXPORTING TO Canada was the subject of a conference at Southampton on June 26. Organized by Riggs Advertising Ltd., it was attended by members of the Board of Trade, the Confederation of British Industry, and the British National Export Council.

Theme of the conference was twofold: (1) That exporting is not necessarily as difficult as is commonly supposed, and (2) that Canada is not only an important market in its own right, but also an excellent introduction to marketing in the United States.

The function was opened by Mr. F. Davies, assistant director, promotion and marketing, CBI, and representing the BNEC Committee for Exports to Canada. Among the speakers at the conference were Mr. Henry Deschampsneufs, vice-chairman of the Institute of Export; Mr. Rob Sowter, executive director of Hawker Siddeley International, and Mr. Rob Niellands of Pitmans Publishing Group. Mr. Dennis Matthews, regional representative of the Board of Trade was also present to answer questions.

1969 British poster design awards competition

THE COUNCIL of Industrial Design has announced that all posters produced in the United Kingdom and exhibited publicly anywhere in the world during 1968 will be eligible for the next British Poster Design Awards competition, the results of which will be announced in the spring of next year. The awards are offered to stimulate interest in the design of posters and are sponsored by the Council of Industrial Design in association with 17 other interested organizations.

Although submissions for the 1969 competition cannot be accepted until December this year, the organizers would remind advertising agencies, printers, designers and clients who wish to submit posters that up to 12 copies should be retained for entry and exhibition purposes. The name of the judges and full details of the 1969 competition will be available from the Council of Industrial Design, 28 Haymarket, London, S.W.1, from September 1.

The Register of Restrictive Trading Agreements (Restrictive Trade Practices Act 1956)

Additions and amendments to the Register

A LIST of additions and amendments made to the alphabetical index to the register between April 1 and June 30, 1968 is given below; the amendments are shown in italics.

'D' and 'F' Agreements

Also given below, headed 'D' and 'F' Agreements, is a schedule which brings up to date at June 30, 1968 particulars of those agreements which have been determined or varied.

A full explanation of the basis on which these two lists have been compiled, and the meaning of the symbols used, was published in the *Board of Trade Journal* (page 15) on January 5, 1968.

Agreements referred to the Restrictive Practices Court

The undermentioned list, headed 'Agreements referred to the Restrictive Practices Court', gives details of additional agreements in respect of which Notices of Reference have been issued, thus constituting formal commencement of proceedings before the Restrictive Practices Court, as explained in the introductory paragraph to the lists published in the *Board of Trade Journal* (page 15) on January 5, 1968. Anyone who may be in a position to assist the Court with evidence from his own experience of results of any of these agreements which he thinks affects the public interest is asked to communicate as early as possible with the Treasury Solicitor's Branch, Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, W.C.2.

Inspection of the Register

The register may be inspected at a fee of 1s. per day, between 10 a.m. and 4.30 p.m., on any weekday except Saturday and certain holidays at any of the following addresses:

Office of the Registrar of Restrictive Trading Agreements,
Chancery House, Chancery Lane, London, W.C.2.
9 Hope Street, Edinburgh, 2.
21 Linenhall Street, Belfast, 2.

The indexes to the register, one as published in the *Board of Trade Journal* and one in which commodities are grouped by classes, may be inspected at these addresses free of charge.

Additions and amendments to the Register

Registered No. of Agreement	Commodity
	A
1113	Alloy steel billets and slabs, F.1/65, *add C.2/68.*
1112	Alloy steel black bars, F.1/65, *add C.2/68.*
1111	Alloy steel bright bars, F.5/65, *add C.2/68.*
	B
3090	Benzole.
2838	Building materials, *add F.3/68.*
	C
3089	Canned foods, flowers, fruit, vegetables F.567 *add Nottingham.*
1358	Cocoa, coffee, greasy wool, shellac, sugar, wool tops, *add Fishmeal, vegetable oil.*
527	Collars, industrial overalls, pyjamas, shirts, ties.
3115	Copper, lead, silver, tin, zinc.
	D
3103	Distribution transformers.
	F
474	Foundry and forged pig iron, F.9/65, *add C.4/68.*
	M
656	Magazines, periodicals, *add C.4/68.*
	P
1494	Packing materials, *add D.2/68.*
931	Plumbing fixtures and fittings, Northern Ireland, *add F.6/66.*
	S
685	Steam condensing plant, D.1/67, *add C.12/67.*
688	Steam turbo driven alternators, D.1/67, *add C.12/67.*
704	Steam turbines, D.1/67, *add C.12/67.*
2993	Synthetic fibre fabrics, woven and knitted fabrics, F.1/67, *add C.12/67.*
	T
3114	Tyres.
	V
3113	Vacuum interrupters.

'D' and 'F' Agreements

Registered No. of Agreement	Commodity	Area	D or F	Date
931	Plumbing fixtures and fittings	Northern Ireland . .	F	June 1966
1494	Packing materials . .	—	D	Feb. 1968
2838	Building materials . .	—	F	Mar. 1968

Agreements referred to the Restrictive Practices Courts

Registered No. of Agreement	Commodity
3064	Building materials.
3104	Linen.

Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
July 9-10	Plant and Equipment and Miscellaneous Stores	The Lido Ballroom, Winchester, Hants.	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211.)

Steam hammer; steam rail gauge cranes; Hunslett 80 h.p. locomotive; pile rig and pile sheets; fuel carrying trailers; 3½ KVA Coventry Climax trailer mounted generating sets; hydraulic jacks; air compressors; various chain blocks and tackle (2 to 5-ton); machine tools; M.T. and wireless spares; electric motors; theodolites; levels; binoculars; wrist watches including a diver's underwater wrist watch; hand tools and tool kits; 35 mm film strips, plates, developer, etc; ammunition boxes of various sizes; large quantities of cutlery and cooking utensils; foam, hair and coir mattresses; a large quantity of white and coloured single blankets; furniture including arm chairs; tables; chests of drawers; settees; sideboards; tubular steel stacking chairs; carpets; rugs; curtains etc; web packs and haversacks; old webbing and tentage; clothing including BD blouses and trousers; greatcoats; denim and blue serge trousers; khaki and green drill shorts; vests; drawers; ankle boots etc.

July 16-19	Earth Moving and Lifting Equipment, Vehicles	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)

600 saloons and limousines and estate cars including, Morris 'Oxford Farinas', 'Minors' and 'Mini Minors'; Ford 'Zephyrs' and 'Populars'; Hillman 'Huskys'; Austin 'Cambridge Farinas'; Standard 'Ensign' saloons and estate cars; 125 Land Rovers; coaches; ambulances; heavy duty trucks; tractors; breakdown vehicles including, AEC 'Matadors' and 6-wheeled trucks; Diamond 'T' heavy duty tractors; Thornycroft 'Mighty Antar' 85-ton tractor; Thornycroft tractors fitted fifth wheel; Leyland 'Hippos'; Scammell breakdown trucks; Albion 10-ton trucks; 65 Daimler scout cars; Hydraulic tippers including, AEC and Albion 10-ton 3-way; Humber signals vans; mobile tankers; trailers 10-cwts to 50-tons; 30 Ford 'Thames' (Series ET6) personnel vans 5-tons; and many other types of load carrying and dual purpose vehicles; 2,500 Tyres including 2.75 x 21; 3.25 x 19; 4.00 x 19; 5.50—5.90 x 15; 10.50 x 16; 10.50 x 20; excavators by Blaw Knox and 'BK50' Ruston Bucyrus '19RB'; mobile cranes by Coles, Neals and Ransomes and Rapier; Fowler 'Challenger' angledozers; road rollers; graders; dumpers; loading shovels; scrapers; fork lift trucks; roadsweepers; plant ancillaries and spares including hydraulic back acter units, rollers, track chains, winches, bearings, blades etc; 100 motor cycles by BSA, Douglas, Matchless, Triumph and Velocette.

July 18	Aircraft Equipment and Miscellaneous Stores	The County Hall, Botchergate, Carlisle.	Harrison & Hetherington (Dept. L), Botchergate, Carlisle. (Tel. 26292.)

15,000 GS Haversacks; Leyland 10-ton truck; 2 Bedford 7-ton vans; radar trailer van bodies; hand and machine tools; radio receivers; clocks; watches; binoculars; measuring instruments; paint; aircraft equipment and spares; etc.

July 25	Miscellaneous Equipment and Stores	Auctioneers Premises	Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel 69292).

Barrows and trucks including 85 Mechanical Handling and Lifting Trucks; 4-ton and other lifting jacks; fire pump trailers; corrugated galvanized sheets 6 ft x 2 ft 8 ins; 7700 steel helmets; steel tanks 25 ft x 3 ft x 3 ft; dishwashers; bread and butter machines; launching bridles; fibre glass in sheets and rolls; 5 in. steel tubing; office safes; wireless equipment; MT spares; oil fuel hoses; carpets and rugs; greatcoats; BD trousers and blouses; ankle boots; shoes; blue serge jackets and trousers; woollen jerseys; twill trousers; raincoats; tentage; suitcases; blankets; woollen and mixed rags (10-tons); groundsheets; pneumatic covers; kitbags; blankets; sheets; pillow cases; table linen; kitchen and galley aluminium and china ware; cutlery, 100 wooden casks; miscellaneous electrical equipment including, motor alternators; generators; transformers etc; furniture including, chests of drawers, cupboards, chart tables, tubular stacking chairs, steel lockers and 276 school desks, wardrobes etc.

Catalogues of the above sales may be obtained from the relevant auctioneers about 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

ARMY BOOTS

A large quantity of ARMY BOOTS (unworn) are to be sold at the Ministry of Defence Auction Sales to be held at WINCHESTER on 9th and 10th July 1968 and at PLYMOUTH on 25th July, 1968. They will be sold by sizes, most lots not exceeding 200 pairs. Catalogues, price 1s. 0d. (postal order only) are available from the auctioneers: Richard Austin & Wyatt, 79 High Street, Fareham (Winchester Sale) and Woolland, Son & Manico, Kinterbury House, St. Andrew's Cross, Plymouth (Plymouth Sale).

VEHICLE SALE AT RUDDINGTON

The following items are included in the Ministry of Defence Auction Sale to be held at Ruddington on 16th to 19th July, 1968. Approx: 65 DAIMLER SCOUT CARS; 30 FORD 'THAMES' (Series ET6) PERSONNEL VANS; Approx: 2500 COMMERCIAL, CAR, MOTOR CYCLE AND TRACTOR TYRES. The majority of which are unused or remoulds. ALSO A THORNYCROFT 'MIGHTY ANTAR' 85-ton TRACTOR 6 x 4 FITTED METEORITE 8 CYL. ENGINE, 2 GEAR BOXES GIVING 12 FORWARD SPEEDS and 3 REVERSE, POWER STEERING, AIR BRAKES AND DARLINGTON 15-ton WINCH. Catalogues, price 1s. 0d. (postal order only) are available from the auctioneers: Walker, Walton & Hanson, Byard Lane, Bridlesmith Gate, Nottingham, NG1 2GL.

MECHANICAL HAND LIFT TRUCKS

85 YALE, YALE/BLUE STREAK AND YALE/ZEPHYR MECHANICAL HANDLING LIFT TRUCKS, LOADING CAPACITY 1000 lbs. to 2500 lbs are to be sold at the Ministry of Defence Auction Sale to be held at PLYMOUTH on July 25, 1968. Catalogues, price 1s. 0d. (postal order only) are available from the auctioneers: Woolland, Son & Manico, Kinterbury House, St. Andrew's Cross, Plymouth.

GOVERNMENT SALES BY AUCTION, *continued*

SALES BY TENDER

MACHINE TOOLS

Pillar and Radial Drills; Bench, Tool and Cutter Grinders; Surface Grinder; Centre Lathes; Press; Hammer; Bending, Facing, Sawing, Shaping, Slotting, Sewing, Shearing and Welding Machines. Located at CAERWENT, Mon. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4bii (A)), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m. on July 25, 1968.

AIRCRAFT

A DEVON AIRCRAFT with two installed Gipsy Queen Mk 71 engines; An AUSTER AIRCRAFT with Bombadier engine; Two PROVOST T.1. AIRCRAFT with Leonides engine; A BRISTOL FREIGHTER AIRCRAFT with two installed Hercules 734 engines; A WHIRLWIND HELICOPTER Mk 7 with Alvis Leonides engine; Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4aiii (A)), First Avenue House, High Holborn, London, W.C.1.

MINISTRY OF PUBLIC BUILDING AND WORKS

1968	Description of Goods	Location	Auctioneers
July 9	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: price 6d. direct from auctioneer. View days: Day preceding and morning of sale.

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice

49 Temporary importations: International Co-operation.

77E (Re-issued February 1966) Purchase Tax – Exports.

106 Temporary Exportation of Commercial Samples.

113 Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.

118 Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs Duty and/or Purchase Tax.

206 Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.

207 Reimported goods: relief from Customs Duty and Purchase Tax.

210 Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.

215 Relief from Customs Duty and Purchase Tax on importations of goods intended for export which are not otherwise eligible for relief.

299 ATA Carnets for temporarily imported goods.

SN6 Notice to Passenger (Exchange Control and Export Licensing).

Drawback

7 Drawback on mixed or blended beers when exported or deposited in bonded warehouse.

131 Sugar Act, 1956. Sugar Surcharge Repayments and Distribution Repayments in respect of British Manufactured Composite Goods.
Procedure to be followed on a change in rate of Surcharge or Distribution Payment.

171 Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.

172 Drawback on hydrocarbon oils.

217 The main conditions and procedures under which drawback of duty paid under the Import Duties Act, 1958, may be claimed on the exportation of the classes and descriptions of goods set out in HM Customs and Excise Tariff, Part 6 B.

224 The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.

251 Remission or repayment of the Temporary Charge on Imports.

291 Claims for drawback on goods exported where there has been a variation in the duty rate.

372 Authorization of signatories to drawback claims.

430 Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.

403A Supplementary Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.

432 Sugar Act, 1956. Surcharge, Distribution Payments and Corresponding Repayments.

Export Rebates

435 Schedule of Rates.

436 General outline of scheme and procedure for claiming.

437 Ships and Aircraft.

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1, or 423 Oxford Street. W1

Advertisement of Company Meeting

STEEL BROTHERS
AND COMPANY LIMITED

THE 77TH ANNUAL GENERAL MEETING OF STEEL BROTHERS AND COMPANY LIMITED will be held on July 25th, 1968, in London.

The following is an extract from the statement by the Chairman, Mr. W. F. G. Salkeld, which has been circulated to Shareholders:

Consolidated profits from trading and investments after taxation amount to £459,943 including Transitional Relief (overspill) of £44,730.

AUSTRALIA

Our subsidiary, **Spinney's (1948) Ltd.,** has acquired the business of Cornelius Nayler Transport Pty. Ltd., of Perth, a firm engaged essentially in transport but we feel that it offers scope for development.

CANADA

1967 saw further satisfactory development of our interest in Canada and prospects continue good. Our new lime plant came into production around the end of the year and quality is excellent. We have acquired a 50% interest in Jordan's Machine Works Ltd., an old established Company which manufactures forklift trucks of special types, used mainly by the building supply and lumber industries. We believe the long term prospects are good.

CEYLON

Both our subsidiaries **E. B. Creasy & Co. Ltd.,** and **Darley Butler & Co. Ltd.,** had reasonably satisfactory years. In furtherance of our Ceylonisation policy it was decided that Creasys should buy Darley Butlers from Steels and in March this year 51% of the capital of Creasys passed into Ceylonese ownership.

EAST AFRICA

Our Associates, **A. Baumann & Company, Limited,** expanded their interests substantially during the past year. A satisfactory profit was earned and an increased dividend has been paid.

INDIA

The Indo-Burma Petroleum Co. Ltd.: Trading results in India were similar to those for 1966 but availability of certain products remained below the levels at which this Company is capable of selling. It is hoped that there will be an improved supply position during the second half of 1968.

MIDDLE EAST

Spinney's (1948) Limited: Satisfactory progress was maintained throughout the year. In partnership with prominent Lebanese businessmen a new Supermarket was opened in Beirut: this shop is attracting a considerable clientele.

PAKISTAN

Trading activities in both wings continue to be limited by Government's import policies and the outlook is not encouraging.

UNITED KINGDOM

Carbutt & Co. (1928) Ltd.: The improvement noted last year was not maintained. At the close of the year it was decided to integrate the operations of **Walter Holmes Ltd.** with those of Carbutts.

Yorkshire Agricultural Driers Ltd. made a small loss in 1967. A modern larger grass dryer has been purchased for the 1968 season.

Sondes Place Research Laboratories Ltd.: We are hoping this Company will be on a profit earning basis by the end of the current year.

H. G. Sanders & Son Ltd. earned a satisfactory profit and **Spire Homes Ltd.** has made steady progress during the year.

Insurance Group: The rapid growth of our insurance interests has continued and results for 1968 to date indicate an increase in profitability.

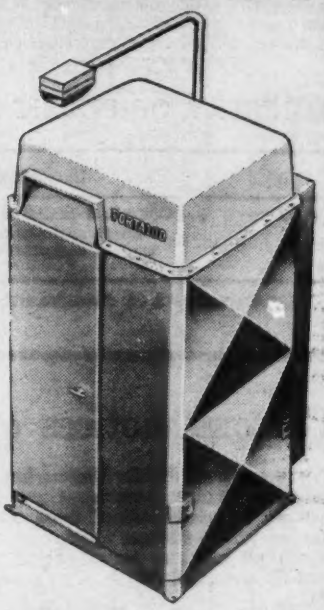
PROSPECTS: Results so far this year are not greatly different from those of 1967.

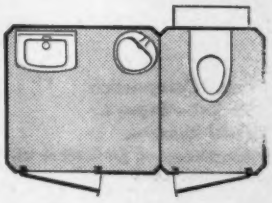
What convenience!

Just think, portable toilet accommodation that can be installed in a few hours to provide temporary or permanent facilities.

Completely self contained, PORTALOO requires only three simple connections to services.

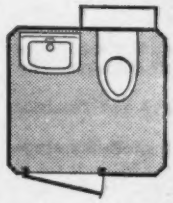
Manufactured from tough polyurethane coated steel with translucent glass fibre roof PORTALOO will delight the Health or Factory Inspector and deter the vandal.





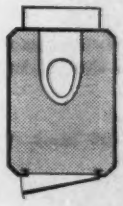
Unit 1

Double compartment with W.C., urinal, wash basin with spray tap, coat hooks and toilet roll holder.



Unit 2

Single compartment with W.C., wash basin with spray tap, coat hook and toilet roll holder. (Shower model available).



Unit 3

Single compartment with W.C. or chemical closet, coat hook and toilet roll holder.

Prices from £95

Patents applied for.

PORTALOO®

Write or 'phone today for full details. Portasilo Limited, Huntington, York. Telephone York 24872. Telex 57849.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,130	—	16,041	15,386	15,386	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	127	123	114	..	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	..	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	..	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	155	148	126	..	160	130	170	189	152	+365	+217	+42	+43
1966	131	133	163	157	129	100	162	134	163	183	163	+199	+129	+ 2	+ 6
1967	132 (1)	133	169	164	131	101	171	128	168	200	185	+ 96(1)	— 48	—33	+10
1966															
4th quarter	133	132	163	158	127	99	163	133	160	186	168	— 4	+ 11	— 9	—24
1967															
1st quarter	132	132	165	160	129	100	165	127	165	189	174	+ 37	— 8	—10	+14
2nd quarter	132	133	167	161	129	100	174	133	176	196	185	+ 46	+ 12	—12	+14
3rd quarter	133	133	170	165	132	102	172	125	166	204	189	— 22	— 18	—16	—20
4th quarter	132 (1)	136	172	168	134	104	172	125	164	207	194	+ 35(1)	— 33	+ 5	+ 2
1968															
1st quarter		137				106		118	185				—128	+ 1	+46
1967															
November		135				104									
December		138				105									
1968															
January		136				104									
February		137				105									
March		138				107									
April		138*				102									
May						100									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962 = 100		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in
Value in base year, £m.			—		—	—	—				3,834	3,250	£ million
1962	117	100	101·6	+4·2	103·0	120·6	136·2	432	156	24,193	121	120	+127
1963	136	117	103·6	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+116
1964	162	124	107·0	+3·3	108·6	124·7	148·6	361	221	24,567	148	136	—402
1965	165	121	112·1	+4·8	110·6	129·5	157·9	309	265	24,784	150	145	—110
1966	153	105	116·5	+3·9	114·5	133·0	168·5	325	254	24,821	158	155	— 31
1967	143	114	119·4	+2·5	112·4	134·4	175·3	515	175		168	155	—514
1966													
4th quarter	153	105	117·9	+3·8	113·0	133·5	169·8	417	209	24,641	147	164	+141
1967													
1st quarter	148	104	118·6	+3·7	112·0	133·6	171·4	458	186	24,392	164	166	+ 22
2nd quarter	148	104	119·6	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—121
3rd quarter	147	105	119·0	+1·7	110·9	134·7	177·3	555	163	24,472	162	157	— 45
4th quarter	143	114	120·4	+2·1	116·7	135·9	179·7	538	182		178	138	—370
1968													
1st quarter	142*	117*	122·1	+3·0	125·3	139·2	184·8	511	184		203	181	—134
2nd quarter								550*	180*				
1967													
November	145	109	120·4	+1·9	116·1	135·9	179·8	536	181		180	125	
December	143	114	121·2	+2·5	121·9	136·5	180·3	538	188		190	164	
1968													
January	143*	114*	121·6	+2·6	123·3	137·9	184·2	520	183		194	185	
February	143*	116*	122·2	+3·0	125·7	139·2	184·8	503	185		208	183	
March	142*	117*	122·6	+3·4	126·8	140·6	185·3	509	184		206	181	
April	142*	120*	124·8	+4·4	123·4*	140·9*	185·5	535	180		203	180	
May			124·9	+4·6	122·5*	140·9*	185·8	545	181		207	178	
June								569*	178*				

*Provisional. †Not seasonally adjusted. (1) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.

Industry's capital expenditure in the first quarter of 1968

REVISED ESTIMATES of industry's capital expenditure in the first quarter of 1968 (£596 million, at 1958 prices, seasonally adjusted) show an increase of about 5 per cent over the fourth quarter of 1967 in the volume of investment. Within this total change there was a fall in manufacturing industry's investment, more than outweighed by higher investment in the distributive and service industries and in shipping. There was comparatively little change in expenditure on building work or on plant and machinery compared with the previous quarter, but expenditure on ships and on other vehicles increased.

Manufacturing industry

The fall in manufacturing industry's investment through 1967 continued into the first quarter of this year, expenditure being 4 per cent below the level of the fourth quarter, 1967. The figure recorded was the lowest (at 1958 prices, seasonally adjusted) for nearly four years, but the recent forecast of investment made by businessmen for the year 1968 implied that investment will begin to increase again sometime this year and continue to increase next year.

There were decreases in investment in several industry groups compared with the fourth quarter of last year, but expenditure was higher in the metal manufacture, textiles, leather, and clothing industries, and little changed in the chemical and engineering industries. Investment showed a decrease for the first time in several quarters in the food, drink, and tobacco industries and the mineral oil refining industry; and it was lower than for many quarters in the vehicles group of industries.

Expenditure on new building work showed the lowest quarterly figure recorded for many years, and investment in plant and machinery was at its lowest point for three years, but expenditure on vehicles was well maintained.

Distributive and service industries

Investment in the distributive and service industries excluding shipping reached its highest point for three years, after several quarters showing little movement. It was little changed for retail distribution, but was exceptionally and irregularly high in wholesale distribution. Higher investment in the miscellaneous range of service industries in the first quarter was largely attributable to an increase in expenditure on equipment for leasing.

Expenditure on new building work was low, but there was a marked increase in expenditure on vehicles and some increase in that on other equipment.

The figure for expenditure by the shipping industry at the provisional stage, the highest for several years, was confirmed.

Industry's fixed capital expenditure at 1958 prices seasonally adjusted

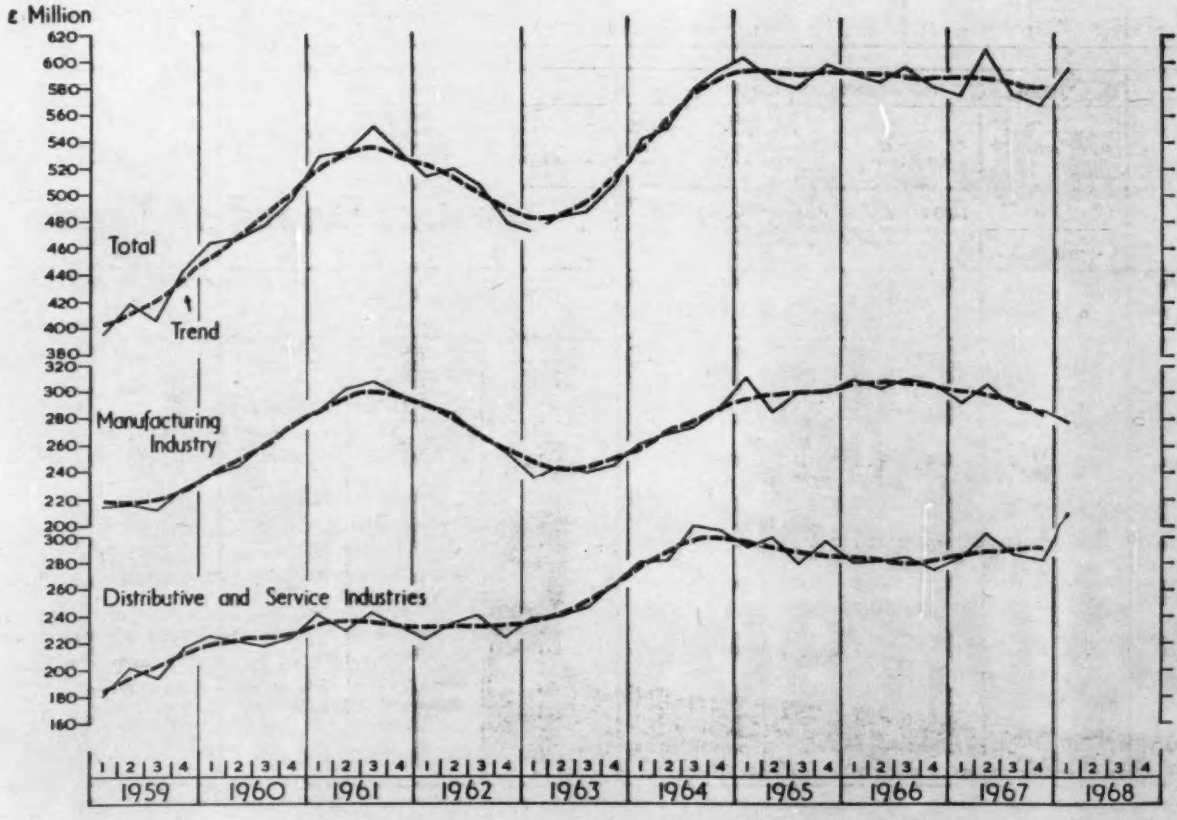


Table 1. Industry's fixed capital expenditure at 1958 prices seasonally adjusted (a)

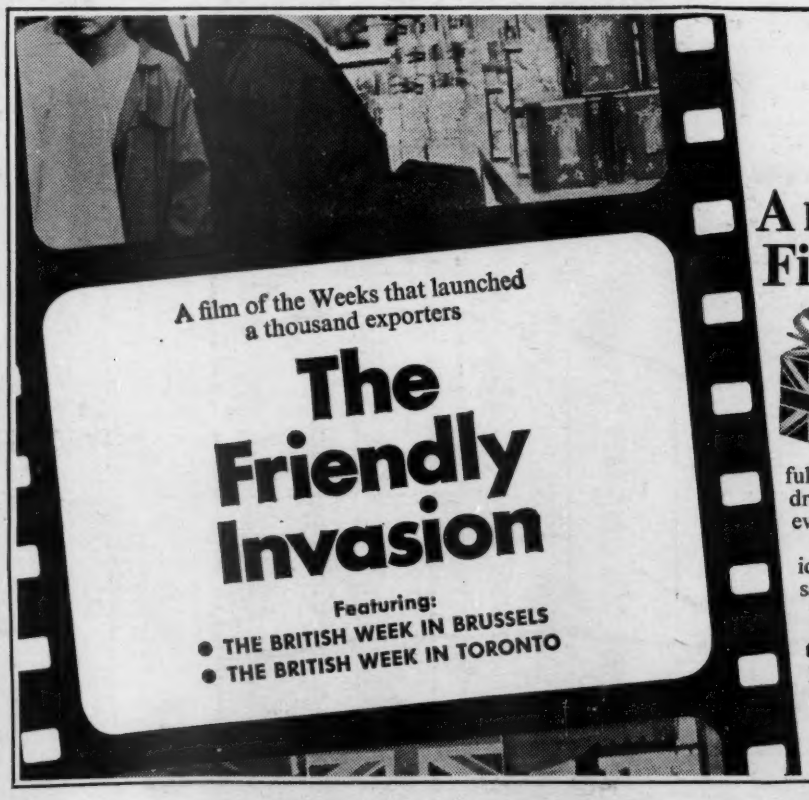
£ million

Period	ANALYSIS BY INDUSTRIAL SECTORS			Total	ANALYSIS BY TYPE OF ASSET		
	Manufacturing Industries (b)	Distributive and Service Industries (excluding Shipping) (c)	Shipping Industry		New Building Work	Vehicles	Plant and Machinery
1958	922	541	147	1,610	451	360	799
1959	871	631	161	1,663	460	403	800
1960	1,016	732	158	1,906	548	458	903
1961	1,195	822	126	2,143	648	435	1,060
1962	1,098	819	104	2,021	645	386	990
1963	964	902	85	1,951	602	418	933
1964	1,092	1,046	129	2,267	672	528	1,067
1965	1,203	1,065	101	2,369	703	509	1,158
1966	1,233	1,023	98	2,354	668	508	1,179
1967	1,176	1,022	132	2,330	622	542	1,166
1962 1st quarter	291	198	25	514	166	95	255
2nd quarter	284	202	33	519	164	101	254
3rd quarter	267	218	23	508	169	97	242
4th quarter	256	201	23	480	145	94	239
1963 1st quarter	235	215	23	473	148	97	228
2nd quarter	244	221	18	483	151	100	233
3rd quarter	240	225	22	487	149	105	234
4th quarter	245	241	22	508	154	116	238
1964 1st quarter	262	252	28	542	158	125	258
2nd quarter	269	253	29	551	163	126	262
3rd quarter	272	270	38	580	173	141	267
4th quarter	289	271	34	594	178	136	280
1965 1st quarter	312	275	17	604	186	120	296
2nd quarter	287	266	33	586	176	135	278
3rd quarter	302	256	23	581	171	121	289
4th quarter	302	269	28	599	170	133	297
1966 1st quarter	310	258	23	591	169	125	296
2nd quarter	304	258	23	585	165	128	293
3rd quarter	311	257	28	596	167		297
4th quarter	307	251	24	582	168	123	292
1967 1st quarter	293	250	33	576	158	130	288
2nd quarter	307	261	41	609	161	145	303
3rd quarter	289	260	25	574	149	132	294
4th quarter	287	250	32	569	153	135	282
1968 1st quarter	277	270	49	596	149	160	285

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 57 per cent of tota capital expenditure in 1966. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (e.g. by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

(*Continued on next page*)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CAPITAL EXPENDITURE IN THE FIRST QUARTER OF 1968, *continued*

Table 2. Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a) (b) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP										ANALYSIS BY TYPE OF ASSET		
	Food, Drink, and Tobacco	Mineral Oil Refining	Chemicals, Paint and Printing ink	Metal Manufacture	Engineering Shipbuilding and Metal Goods	Vehicles	Textiles Leather and Clothing	Paper Printing and Publishing	Other Manufacturing Industries	Total All Manufacturing Industries			
	Standard Industrial Classification Orders												
	III	Part of IV	Part of IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery
1958	112·6	39·7	157·3	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·4	622·2
1959	106·5	23·5	145·5	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·1	590·0
1960	128·5	15·3	134·5	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	22·8	162·8	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·1	71·8	805·3
1962	134·8	16·3	161·6	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	297·9	61·8	738·3
1963	135·2	24·8	126·9	114·7	218·1	89·3	79·5	74·1	101·2	963·8	244·1	75·5	644·2
1964	150·4	25·6	158·6	104·4	260·1	77·7	106·9	83·6	124·3	1,091·6	271·1	92·0	728·5
1965	155·1	24·8	196·0	102·2	277·1	93·5	121·7	91·2	141·3	1,202·9	296·0	97·6	809·3
1966	151·3	45·7	212·3	97·8	279·7	103·7	118·9	80·0	143·2	1,232·6	286·6	95·5	850·5
1967	178·2	74·7	173·5	85·1	263·4	107·8	96·9	73·1	123·0	1,175·7	245·7	101·4	828·6
1962 1st quarter	33·7	3·9	43·4	56·8	59·3	25·1	25·1	18·9	24·7	290·9	80·8	16·5	193·6
2nd quarter	33·1	3·9	42·4	58·2	56·3	22·9	22·2	19·2	25·4	283·6	78·7	14·7	190·2
3rd quarter	33·1	4·4	37·9	47·6	54·8	24·6	19·9	18·8	25·9	267·0	74·1	15·2	177·7
4th quarter	34·9	4·1	37·9	45·6	49·6	21·2	19·9	18·0	25·3	256·5	64·3	15·4	176·9
1963 1st quarter	31·1	4·6	30·6	33·8	54·1	21·5	18·9	17·8	22·3	234·7	58·6	16·3	159·8
2nd quarter	34·1	5·9	32·5	31·0	55·4	22·8	18·9	19·0	24·6	244·2	61·9	18·7	163·6
3rd quarter	33·7	6·8	31·8	24·8	55·9	22·0	20·2	19·0	26·1	240·3	60·8	20·0	159·5
4th quarter	36·3	7·5	32·0	25·1	52·7	23·0	21·5	18·3	28·2	244·6	62·8	20·5	161·3
1964 1st quarter	37·1	9·5	35·3	25·8	62·2	19·7	23·3	20·3	28·5	261·7	66·0	22·5	173·2
2nd quarter	37·7	6·0	37·7	25·0	65·6	21·0	26·0	19·2	30·6	268·8	66·6	22·9	179·3
3rd quarter	38·9	5·0	39·7	26·8	65·0	16·5	27·1	22·1	31·2	272·3	66·8	23·0	182·5
4th quarter	36·7	5·1	45·9	26·8	67·3	20·5	30·5	22·0	34·0	288·8	71·7	23·6	193·5
1965 1st quarter	39·5	6·2	48·5	26·2	74·1	23·5	32·5	24·3	37·2	312·0	80·0	24·4	207·6
2nd quarter	37·2	5·8	46·3	25·1	66·3	22·1	28·7	24·0	31·2	286·7	72·5	23·7	190·5
3rd quarter	40·1	5·9	52·5	26·4	66·2	22·2	31·6	20·9	36·3	302·1	73·2	23·3	205·6
4th quarter	38·3	6·9	48·7	24·5	70·5	25·7	28·9	22·0	36·6	302·1	70·3	26·2	205·6
1966 1st quarter	39·1	8·8	56·4	24·0	68·7	27·5	29·6	19·0	37·1	310·2	70·6	24·5	215·1
2nd quarter	37·0	10·4	50·6	23·8	71·3	25·5	31·9	19·1	34·7	304·3	69·9	24·8	209·6
3rd quarter	37·4	13·6	52·1	24·7	70·8	25·2	29·2	19·8	38·0	310·8	72·3	23·9	214·6
4th quarter	37·8	12·9	53·2	25·3	68·9	25·5	28·2	22·1	33·4	307·3	73·8	22·3	211·2
1967 1st quarter	43·0	14·0	42·9	24·6	66·2	26·1	26·7	18·0	31·5	293·0	63·6	22·7	204·7
2nd quarter	44·9	18·4	50·2	22·4	69·7	28·2	24·0	18·9	29·8	306·5	65·4	24·6	216·5
3rd quarter	44·9	21·1	37·8	20·8	65·4	26·7	22·6	19·6	30·5	289·4	57·6	27·1	204·7
4th quarter	45·4	21·2	42·6	17·3	62·1	26·8	23·6	16·6	31·2	286·8	57·1	27·0	202·7
1968 1st quarter	41·5	16·7	42·6	20·0	62·9	21·5	26·9	16·3	28·1	276·5	54·5	27·8	194·2

Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a), (b), (c)

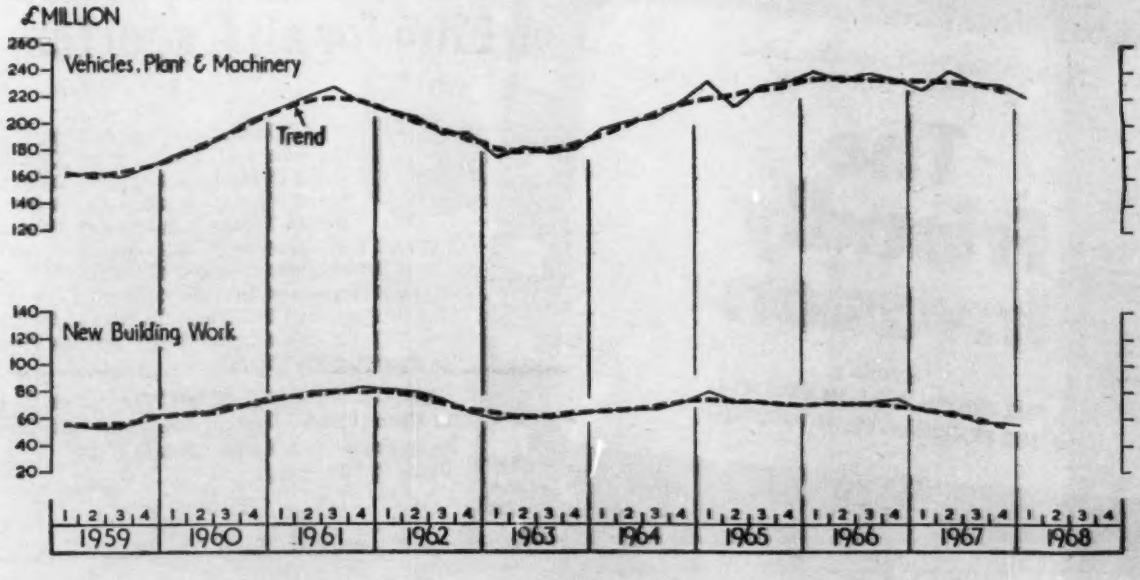


Table 3. Fixed capital expenditure in the distributive and service industries (excluding shipping) at 1958 prices seasonally adjusted (a) (c) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP				ANALYSIS BY TYPE OF ASSET		
	Wholesale Distribution	Retail Distribution	Other Industries	Total	New Building Work	Vehicles	Plant and Machinery
	Standard Industrial Classification Headings						
	810, 831, 832	820	XVIII, Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX, Part of XXI, Part of XXII and XXIII			
1958	73	130	338	541	203	161	177
1959	92	163	376	631	235	186	210
1960	100	175	457	732	284	224	226
1961	105	195	522	822	330	237	255
1962	104	187	528	819	346	221	252
1963	113	204	585	902	356	257	289
1964	132	232	682	1,046	400	307	340
1965	137	215	714	1,065	403	313	350
1966	133	189	702	1,023	378	318	328
1967	146	192	684	1,022	373	312	337
1962 1st quarter	22	52	124	198	85	53	61
2nd quarter	24	48	130	202	85	53	64
3rd quarter	30	46	142	218	95	59	64
4th quarter	28	41	132	201	80	57	63
1963 1st quarter	27	52	136	215	89	58	68
2nd quarter	28	47	146	221	88	63	69
3rd quarter	29	51	145	225	87	63	75
4th quarter	29	54	158	241	91	73	77
1964 1st quarter	31	57	164	252	92	75	85
2nd quarter	32	60	161	253	96	74	83
3rd quarter	32	58	180	270	105	80	85
4th quarter	37	57	177	271	106	78	87
1965 1st quarter	38	56	181	275	103	81	88
2nd quarter	33	54	179	266	102	78	87
3rd quarter	34	33	169	256	98	75	83
4th quarter	32	52	185	269	100	79	92
1966 1st quarter	33	50	175	258	97	78	81
2nd quarter	35	46	177	258	94	80	84
3rd quarter	34	46	177	257	94	81	82
4th quarter	31	47	173	251	93	79	81
1967 1st quarter	34	48	168	250	92	75	83
2nd quarter	37	46	178	261	95	80	86
3rd quarter	38	47	175	260	91	80	89
4th quarter	36	51	163	250	95	77	79
1968 1st quarter	42	52	176	270	93	84	91

Table 4. Industry's fixed capital expenditure at current prices (a)

£ million

Period	Manufacturing Industry (b)	Distributive and Service Industries (excluding Shipping) (c)	Shipping Industry	Total
1958	922	541	147	1,610
1959	867	621	161	1,649
1960	1,021	718	162	1,901
1961	1,239	821	132	2,192
1962	1,168	844	107	2,119
1963	1,044	936	84	2,064
1964	1,216	1,107	123	2,446
1965	1,401	1,162	100	2,663
1966	1,495	1,141	99	2,735
1967	1,430	1,151	133	2,714
1962 1st quarter	286	199	25	510
2nd quarter	294	207	31	532
3rd quarter	290	219	22	531
4th quarter	298	219	29	546
1963 1st quarter	237	219	22	478
2nd quarter	260	226	15	501
3rd quarter	261	227	22	510
4th quarter	286	264	25	575
1964 1st quarter	268	260	23	551
2nd quarter	295	264	25	584
3rd quaretr	303	277	33	613
4th quarter	350	306	42	698
1965 1st quarter	333	291	15	639
2nd quarter	329	285	30	644
3rd quarter	352	270	21	643
4th quarter	387	315	35	737
1966 1st quarter	355	284	21	660
2nd quarter	355	283	22	660
3rd quarter	375	273	26	674
4th quarter	410	300	30	740
1967 1st quarter	345	280	29	654
2nd quarter	360	290	41	691
3rd quarter	346	280	23	649
4th quarter	379	301	40	720
1968 1st quarter	330	306	43	679

Notes relating to Tables 1, 2, 3 and 4.

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the industry figures in tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

(e) Small discrepancies may appear between the totals and the sum of individual headings because of rounding.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (606 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list was given in February* 9 *issue of the* Board of Trade Journal.

Industry's stocks in the first quarter of 1968

REVISED ESTIMATES of the changes in industry's stocks and work in progress in the first quarter of 1968 confirm the provisional indication that there was a considerable fall in the stocks of manufacturing industry (at 1958 prices, seasonally adjusted); this was partly offset by increases in retailers' stocks, while the level of wholesalers' stocks was almost unchanged.

Manufacturing industry

With the inclusion of later returns, the book values of manufacturers' stocks and work in progress are now seen to have increased by only £42 million, a little less than in the provisional estimates. This has been revalued to show a fall in volume of £128 million, at 1958 prices, seasonally adjusted. There was only a small reduction in the volume of stocks of materials and an insignificant reduction in work in progress, the greater part of the fall occurring in stocks held as finished goods.

There was a small increase in the stocks of the group of food, drink, and tobacco industries, but stocks were lower in all other industry groups. Engineering and allied industries accounted for most of the fall in stocks; within these industries there was no change in work in progress, but falls in the stocks of materials and, more particularly, finished goods. A feature of interest was a run down in the stocks of finished goods in the motor vehicles industry. Outside the engineering industries the most marked reduction in stocks occurred in the chemicals industry, and here too there were falls in stocks of materials and finished goods but no change in work in progress.

Distribution

Revised estimates for wholesalers' stocks show them to be virtually unchanged in total for the first quarter; some small

(*Text continued on page* 31)

Changes in industry's stocks at 1958 prices seasonally adjusted

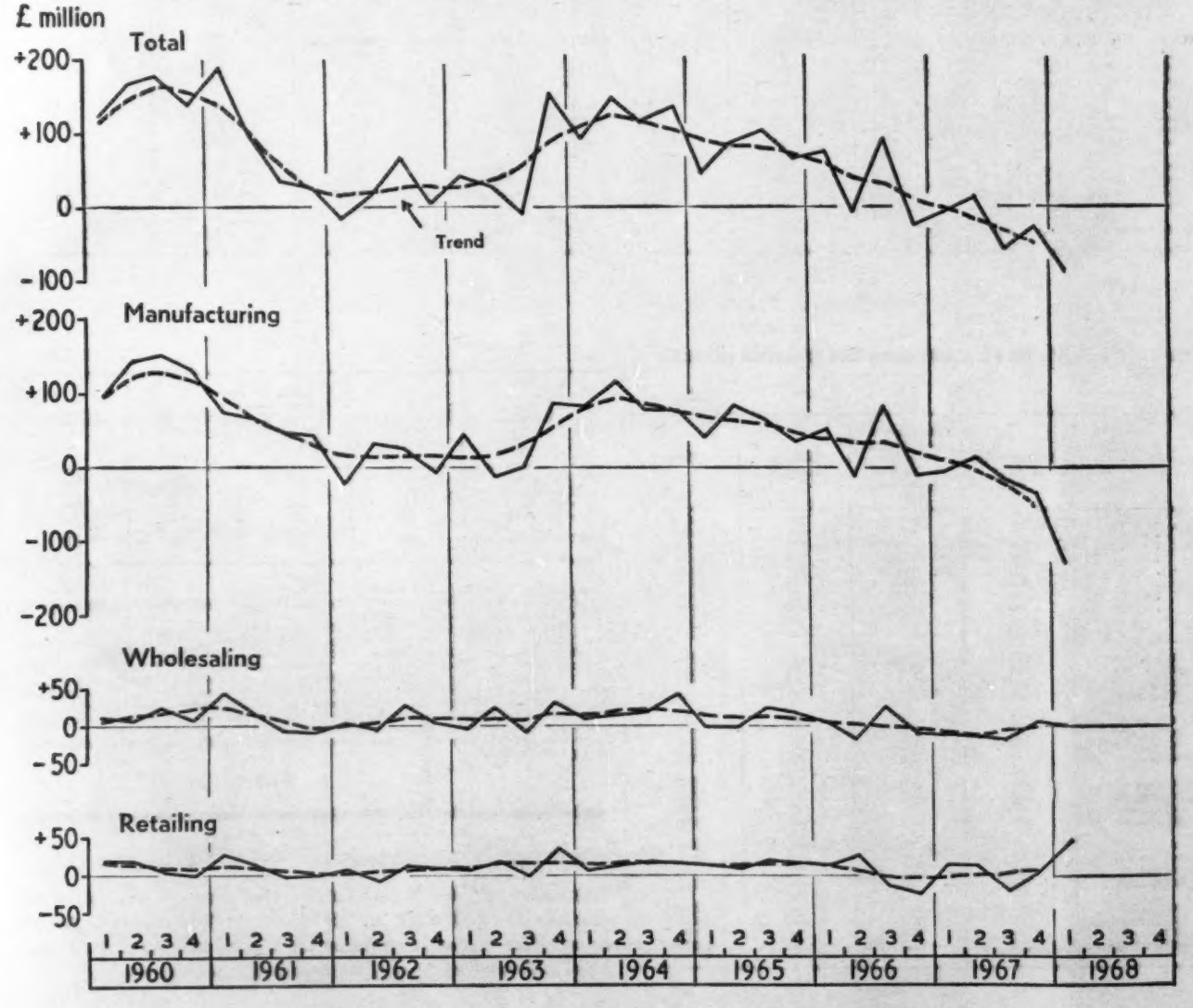


Table 1. Changes in the volume of industry's stocks at 1958 prices seasonally adjusted [a]

£ million

Period	(b) Manufacturing	(c) Wholesaling	(d) Retailing	(e) Total
Level of stocks at December 31, 1967	6,475	1,088	1,192	8,755
1960	+514	+54	+37	+605
1961	+224	+46	+29	+299
1962	+ 22	+35	+14	+ 70
1963	+113	+44	+55	+211
1964	+354	+88	+47	+488
1965	+217	+42	+43	+302
1966	+129	+ 2	+ 6	+137
1967	— 48	—33	+10	— 71
1960 1st quarter	+ 95	+11	+18	+124
2nd quarter	+141	+ 8	+18	+167
3rd quarter	+148	+25	+ 2	+175
4th quarter	+130	+10	— 1	+139
1961 1st quarter	+ 72	+43	+25	+140
2nd quarter	+ 67	+19	+10	+ 96
3rd quarter	+ 45	— 6	— 4	+ 35
4th quarter	+ 41	— 9	— 2	+ 30
1962 1st quarter	— 24	+ 3	+ 5	— 15
2nd quarter	+ 29	— 4	—10	+ 15
3rd quarter	+ 25	+29	+11	+ 65
4th quarter	— 9	+ 6	+ 8	+ 5
1963 1st quarter	+ 43	— 3	+ 3	+ 43
2nd quarter	— 14	+24	+18	+ 28
3rd quarter	N/C	— 8	— 1	— 9
4th quarter	+ 84	+31	+35	+149
1964 1st quarter	+ 80	+10	+ 3	+ 93
2nd quarter	+118	+15	+12	+145
3rd quarter	+ 77	+20	+17	+114
4th quarter	+ 78	+43	+15	+136
1965 1st quarter	+ 39	— 1	+ 9	+ 47
2nd quarter	+ 82	— 1	+ 3	+ 84
3rd quarter	+ 61	+25	+17	+103
4th quarter	+ 35	+19	+14	+ 68
1966 1st quarter	+ 50	+ 4	+19	+ 73
2nd quarter	— 11	—19	+26	— 4
3rd quarter	+ 80	+25	—15	+ 90
4th quarter	+ 11	— 9	—24	— 22
1967 1st quarter	— 8	—10	+14	— 5
2nd quarter	+ 12	—12	+14	+ 14
3rd quarter	— 18	—16	—20	— 55
4th quarter	— 33	+ 5	+ 2	— 26
1968 1st quarter	—128	+ 1	+46	— 81

Table 2. Changes in volume (at 1958 prices seasonally adjusted) of stocks held by manufacturing industry [a], [b], [f]

£ million

Period	ANALYSIS BY INDUSTRY GROUP							ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding and vehicles	Textiles, leather and clothing	Other manufacturing industries	Total all manufacturing industries			
	Standard Industrial Classification Orders									
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI	Materials and fuel	Work in progress	Finished goods
Level of stocks at December 31, 1967	875	582	463	3,226	660	670	6,475	2,257	2,417	1,801
1960	+43	+42	+79	+263	+29	+58	+514	+219	+135	+160
1961	+ 9	+16	+13	+148	+ 9	+29	+224	+ 44	+ 93	+ 87
1962	+22	+ 2	—19	+ 41	—22	— 2	+ 22	— 60	+ 39	+ 43
1963	+56	—11	+ 1	+ 57	N/C	+10	+113	+ 3	+ 93	+ 17
1964	+ 5	+37	+29	+205	+49	+29	+354	+126	+154	+ 74
1965	— 4	+17	+20	+148	— 3	+38	+217	+ 36	+ 87	+ 93
1966	+ 7	+24	—15	+ 70	+17	+27	+129	— 18	+ 26	+120
1967	+18	— 1	—28	N/C	—26	—11	— 48	— 30	+ 4	— 22
1960 1st quarter	+ 2	— 2	+15	+ 62	+10	+ 8	+ 95	+ 45	+ 24	+ 26
2nd quarter	+12	+19	+17	+ 67	+10	+16	+141	+ 62	+ 40	+ 39
3rd quarter	+ 8	+16	+29	+ 58	+22	+15	+148	+ 70	+ 25	+ 53
4th quarter	+20	+10	+18	+ 76	—13	+19	+130	+ 40	+ 47	+ 43
1961 1st quarter	+ 7	+ 9	+12	+ 30	+ 1	+14	+ 72	+ 36	+ 37	N/C
2nd quarter	— 5	+ 8	+ 3	+ 33	+ 9	+18	+ 67	+ 15	+ 23	+ 30
3rd quarter	+10	+ 2	— 3	+ 34	— 2	+ 4	+ 45	+ 13	+ 19	+ 13
4th quarter	— 3	— 3	+ 1	+ 50	+ 1	— 7	+ 41	— 20	+ 15	+ 45
1962 1st quarter	+ 9	— 7	—14	+ 4	— 5	—11	— 24	— 21	— 8	+ 5
2nd quarter	+ 9	— 1	— 3	+ 30	— 4	N/C	+ 29	— 2	+ 25	+ 7
3rd quarter	+ 9	+ 5	— 6	+ 21	— 7	+ 3	+ 25	— 13	+ 17	+ 20
4th quarter	— 4	+ 5	+ 4	— 14	— 5	+ 6	— 9	— 24	+ 4	+ 11
1963 1st quarter	+ 5	+ 3	+ 1	+ 22	— 8	+19	+ 43	— 11	+ 23	+ 31
2nd quarter	+23	— 8	— 2	— 14	— 3	— 8	— 14	— 7	+ 7	— 14
3rd quarter	— 1	— 7	— 1	+ [illegible]	+ 7	— 2	N/C	— 1	+ 19	— 18
4th quarter	+28	+ 1	+ 3	+ 46	+ 4	+ 2	+ 84	+ 22	+ 43	+ 18
1964 1st quarter	+10	+10	+ 9	41	+ 8	+ 1	+ 80	+ 45	+ 32	+ 2
2nd quarter	— 5	+ 9	+16	68	+21	+ 8	+118	+ 33	+ 47	+ 38
3rd quarter	N/C	+ 8	+ 1	55	+ 5	+ 9	+ 77	+ 14	+ 39	+ 24
4th quarter	+ 1	+10	+ 2	+ 40	+14	+10	+ 78	+ 32	+ 36	+ 10
1965 1st quarter	—12	—18	+ 6	+ 43	+ 9	+11	+ 39	— 4	+ 47	— 4
2nd quarter	— 1	+30	— 2	+ 49	— 6	+10	+ 82	+ 31	N/C	+ 51
3rd quarter	+17	+ 4	+ 8	+ 26	— 6	+12	+ 61	+ 10	+ 31	+ 20
4th quarter	— 9	+ 1	+ 8	+ 30	N/C	+ 4	+ 35	— 1	+ 10	+ 26
1966 1st quarter	+10	+ 7	— 4	+ 24	+ 4	+ 9	+ 50	— 1	+ 15	+ 36
2nd quarter	+ 2	+ 8	—21	— 9	+ 3	+ 6	— 11	— 23	+ 3	+ 9
3rd quarter	— 9	+ 4	+21	+ 46	+ 8	+ 9	+ 80	+ 25	+ 8	+ 46
4th quarter	+ 4	+ 5	—11	+ 8	+ 2	+ 4	+ 11	— 19	N/C	+ 30
1967 1st quarter	+ 6	+ 1	— 7	+ 1	—10	+ 1	— 8	— 4	+ 6	— 10
2nd quarter	+ 1	—16	— 3	+ 37	— 4	— 2	+ 12	— 13	+ 1	+ 24
3rd quarter	+14	+23	—10	— 41	+ 7	—10	— 18	— 8	— 3	— 7
4th quarter	— 3	— 8	— 8	+ 4	—18	+ 1	— 33	— 4	N/C	— 29
1968 1st quarter	+12	—22	—10	— 81	—16	—11	—128	— 29	— 14	— 84

(Continued on next page)

INDUSTRY'S STOCKS, *continued*

Table 3. Changes in the volume of stocks (at 1958 prices seasonally adjusted) held by wholesalers (a), (f)

£ million

SIC MLH			1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1967
810	General wholesale distributors	1960	+ 8	+ 8	+17	— 6	+28	
		1961	+35	+ 8	— 1	—13	+30	
		1962	— 2	—12	+18	+ 5	+ 8	
		1963	— 4	+12	—14	+24	+18	
		1964	— 1	+ 5	+ 7	+39	+51	
		1965	— 7	— 3	+15	+13	+17	
		1966	+ 6	—13	+22	— 1	+14	
		1967	—19	— 2	—11	+11	—21	
		1968	+ 5					693
831	Dealers in coal, builders' materials, etc.	1960	— 1	+ 2	+ 3	+ 2	+ 5	
		1961	N/C	+ 3	N/C	— 1	+ 1	
		1962	+ 1	+ 2	+ 1	+ 3	+ 6	
		1963	+ 3	+ 2	— 4	+ 5	+ 7	
		1964	+ 5	N/C	+ 5	— 1	+ 8	
		1965	+ 1	— 1	+ 2	+ 4	+ 5	
		1966	+ 2	— 1	— 5	— 3	— 6	
		1967	+ 1	— 6	— 1	— 1	— 6	
		1968	+ 4					97
832	Dealers in industrial materials and machinery	1960	+ 4	— 1	+ 5	+14	+21	
		1961	+ 8	+ 8	— 5	+ 5	+15	
		1962	+ 5	+ 6	+11	— 2	+20	
		1963	— 2	+10	+10	+ 2	+20	
		1964	+ 7	+ 9	+ 7	+ 5	+29	
		1965	+ 6	+ 3	+ 8	+ 3	+20	
		1966	— 4	— 5	+ 8	— 5	— 6	
		1967	+ 8	— 4	— 5	— 5	— 6	
		1968	— 8					298
	Total wholesalers	1960	+11	+ 8	+25	+10	+54	
		1961	+43	+19	— 6	— 9	+46	
		1962	+ 3	— 4	+29	+ 6	+35	
		1963	— 3	+24	— 8	+31	+44	
		1964	+10	+15	+20	+43	+88	
		1965	— 1	— 1	+25	+19	+42	
		1966	+ 4	—19	+25	— 9	+ 2	
		1967	—10	—12	—16	+ 5	—33	
		1968	+ 1					1,088

Table 4. Changes in value of stocks (at book values) held by manufacturers and distributors (a)

£ million

		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1967
Manufacturing (b)	1960	+125	+178	+127	+161	+591	
	1961	+110	+102	+ 46	+ 54	+312	
	1962	+ 9	+ 28	+ 12	+ 29	+ 78	
	1963	+ 69	+ 4	+ 16	+161	+250	
	1964	+138	+185	+116	+154	+593	
	1965	+124	+153	+108	+104	+489	
	1966	+162	+138	+ 69	— 4	+365	
	1967	— 14	+ 21	+ 12	+ 39	+ 58	
	1968	+ 40					7,783
Wholesaling (c)	1960	+ 8	+ 19	+ 55	— 20	+ 62	
	1961	+ 46	+ 21	+ 19	— 32	+ 54	
	1962	+ 9	+ 7	+ 44	— 14	+ 45	
	1963	— 4	+ 26	+ 28	+ 15	+ 65	
	1964	+ 17	+ 34	+ 67	+ 27	+145	
	1965	+ 2	+ 14	+ 62	— 4	+ 75	
	1966	+ 7	N/C	+ 49	— 38	+ 18	
	1967	— 22	— 9	+ 14	+ 14	— 4	
	1968	+ 15					1,278
Retailing (d)	1960	+ 68	+ 15	— 19	— 20	+ 44	
	1961	+ 69	+ 36	— 10	— 34	+ 61	
	1962	+ 60	— 1	— 1	— 13	+ 45	
	1963	+ 56	— 6	— 13	+ 26	+ 63	
	1964	+ 55	+ 13	+ 7	+ 15	+ 90	
	1965	+ 69	— 5	+ 2	N/C	+ 66	
	1966	+ 81	+ 25	— 23	— 39	+ 44	
	1967	+ 66	+ 7	— 41	— 11	+ 21	
	1968	+114					1,383
Total (e)	1960	+200	+212	+163	+122	+697	
	1961	+225	+159	+ 55	— 13	+426	
	1962	+ 77	+ 34	+ 55	+ 2	+169	
	1963	+121	+ 24	+ 32	+201	+377	
	1964	+209	+232	+189	+197	+828	
	1965	+195	+162	+173	+100	+629	
	1966	+250	+163	+ 95	— 81	+427	
	1967	+ 30	+ 19	— 16	+ 42	+ 76	
	1968	+169					10,444

Notes relating to Tables 1-4:
(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) Standard Industrial Classification Orders III-XVI.
(c) S.I.C. Minimum Listing Headings 810, 831, 832.
(d) Minimum Listing Heading 820.
(e) S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

INDUSTRY'S STOCKS, *continued*

increase in the stocks of wholesalers of consumer goods was offset by a small reduction in the stocks held by dealers in industrial materials and equipment. Retailers' stocks increased significantly; the rise was larger than for many years.

Attention has been drawn in previous quarterly articles in this series to the difficulty, much greater since devaluation, of revaluing the book values of stocks reported by businesses to allow for the effects of changes in prices. Discussions with a number of the larger companies suggest that price increases following devaluation had comparatively limited effect on the book values of stocks held at the end of December 1967, but by the end of March they were more noticeable, especially of course for those companies and industries where the average length of time for which stocks are held is short. Even at the end of March, however, not all stocks were fully affected by price changes following devaluation. In using price index numbers for revaluing stocks, special attention is required where prices for particular products are very volatile (e.g. for copper) or rising sharply in generall, as after devaluation.

Many of the larger companies have been consulted about the appropriate assumptions and allowances to make in revaluing their stocks, but it is difficult for them to provide clear guidance, particularly where there is a wide range of materials, often coming from different sources, and subject to a variety of price movements. In the present circumstances, therefore, the estimation of the volume of stock changes is unusually uncertain. Nevertheless, the very small increase in the book values of manufacturing industry's stocks (only half of 1 per cent), at a time when prices have been rising, indicates a marked fall in the volume of stocks.

Table 5. The relationship of manufacturers' stocks to manufacturing production

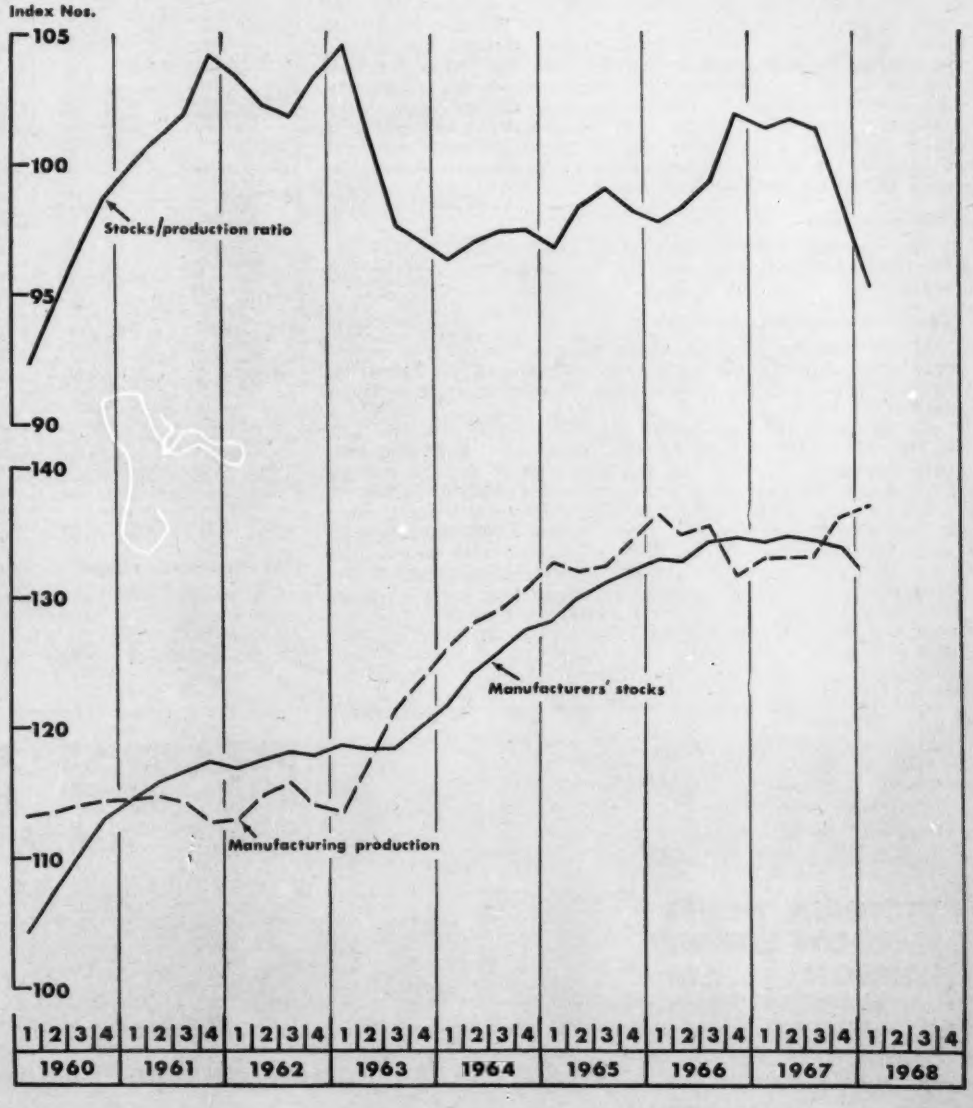
Period (quarters)		Indrx numbers 4th quarter 1957 = 100 Seasonally adjusted		
		Stock levels (at 1958 prices) (1)	Production (with 1958 net output weight) (1) & (2)	Ratio of stocks to production (3)
1956	1	95	99	95·6
	2	96	99	97·1
	3	97	98	98·4
	4	97	98	98·6
1957	1	99	100	98·9
	2	100	101	99·0
	3	100	102	98·1
	4	100	100	100·0
1958	1	101	101	100·1
	2	101	99	102·3
	3	101	99	102·6
	4	101	99	101·4
1959	1	101	100	100·5
	2	101	104	97·0
	3	101	106	95·7
	4	102	111	92·3
1960	1	104	113	92·0
	2	107	114	94·4
	3	110	114	96·7
	4	113	114	98·7
1961	1	114	114	100·0
	2	116	115	101·0
	3	117	114	102·1
	4	118	113	104·2
1962	1	117	113	103·5
	2	118	115	102·3
	3	118	116	101·9
	4	118	114	103·4
1963	1	119	114	104·6
	2	119	117	101·0
	3	119	121	97·7
	4	120	124	97·1
1964	1	122	126	96·4
	2	124	128	97·1
	3	126	129	97·5
	4	128	131	97·6
1965	1	128	133	96·8
	2	130	132	98·5
	3	131	133	99·1
	4	132	134	98·3
1966	1	133	136	97·8
	2	133	135	98·4
	3	135	135	99·3
	4	135	132	102·0
1967	1	135	133	101·4
	2	135	133	101·7
	3	134	133	101·4
	4	134	136	98·6
1968	1	131	137	95·5

Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The index of production with 4th quarter 1957 as the base has been converted arithmetically from the official 1958 based index linked to estimates for 1957 derived from the previous index based on 1954.

(3) The index numbers of the stocks production ratios are calculated from unrounded estimates of the data in the previous two columns.



Retail sales in May

Volume of sales

THE SEASONALLY adjusted index of the volume of sales in May was 100 (1966=100). The downward movement from 106 for the first quarter of this year to 102 in April was thus continued in May.

The volume of sales in May was at a level, after allowing for seasonal influences (including the late spring holiday), not significantly different from that prevailing in the first half of 1967. The impact of the pre-spring holiday buying – much of which occurred in the June period in 1968 – prevents a precise assessment of the significance of the May figure on its own.

The volume of the sales of food shops on a seasonally adjusted basis maintained much the same level in the first five months of the year as it did on average for the whole of 1967. The volume of sales of non-food shops continued to fall from the peak figures reached in the first quarter of 1968; the figures for the two months April and May together reached the same average level as for 1967 as a whole. Each of the three major groupings of non-food shops – clothing and footwear, durable goods and other non-food shops – shared in this fall; indeed durable goods shops lost all the gains which they made in the second half of 1967.

Value of sales

The seasonally adjusted index of the value of sales in May was 106 (1966=100), compared with 107 for April and 109 in the first quarter.

Clothing and footwear shops

May was a very poor period for clothing and footwear shops, even after allowance for the absence of some of the pre-spring holiday buying and the cold and cloudy weather experienced in most of the month.

On an unadjusted basis sales were only 1 per cent higher than in May 1967, which was also a cool, cloudy, and very wet month (with a record rainfall). The increase in sales can be entirely attributed to the 1 per cent increase in prices over this period.

For footwear shops, the value of sales in May was actually lower in 1968 than in any year since 1963; but too much should not be made of this comparison for a particular four week period in a trade with such marked fluctuations. It will be remembered that there was a very marked increase in the sales of footwear shops between April 1967 and 1968. The increases recorded for men's wear and women's wear shops are both somewhat lower for May than for April,

Table 1. Volume of retail sales seasonally adjusted (*)

Index numbers of sales per week (average 1966 prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops
1967 1st quarter	100	100	101
2nd quarter	100	100	100
3rd quarter	102	102	102
4th quarter	104	103	104
1968 1st quarter	106	101	110
1967 April	100	100	99
May	99	101	98
June	101	100	101
July	101	101	100
August	102	102	103
September	102	102	102
October	102	102	102
November	104	103	105
December	105	104	105
1968 January	104	100	108
February	105	101	110
March	107	102	112
April	102	102	103
May	100	101	100

Table 2. Value of retail sales seasonally adjusted (*)

Index numbers of value of sales per week (current prices) (a)

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1967 1st quarter	102	102	102	103	100	103
2nd quarter	101	102	101	99	101	101
3rd quarter	103	103	103	102	105	103
4th quarter	106	106	106	104	110	106
1968 1st quarter	109	106	113	108	124	111
1967 April	101	102	100	95	103	102
May	101	103	98	95	100	100
June	102	101	103	104	100	102
July	102	102	102	101	103	101
August	103	103	104	104	104	105
September	103	103	103	102	106	102
October	104	104	104	99	109	105
November	106	105	106	106	110	105
December	107	107	107	106	111	107
1968 January	108	104	111	108	119	108
February	109	105	113	107	122	111
March	111	106	115	109	128	113
April	107	107	108	106	105	109
May	106	106	105	101	105	108

(*) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(†) Including department stores and mail order businesses.

Durable goods shops

The value of sales of durable goods shops in May, after seasonal adjustment, was at about the same level as in April, and so remained well below the level in the first quarter. After allowing for price increases of about 5 per cent since last year the volume

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Table 3. Value of retail sales (not seasonally adjusted) – analysis by form of organization

May – Index numbers of values of sales per week (current prices) and percentage changes on a year earlier (a).

Figures for earlier periods appeared in the *Board of Trade Journal* of April 5, 1968.

1966 = 100

	Total all retailers		Independent retailers		Multiple retailers		Co-operative societies	
		%		%		%		%
ALL KINDS OF BUSINESS	103	+ 4	101	+ 3	108	+ 6	99	Nil
FOOD SHOPS	105	+ 2	102	+ 1	112	+ 6	101	+ 1
Grocers	105	+ 3(f)	100	+ 1	115	+ 7	100	+ 1(f)
Butchers	103	+ 3	..	..	..	..	..	..
Greengrocers, fruiterers	104	— 6	103	— 6	116	+ 1	92	—13
Fishmongers, poulterers	97	— 1	..	..	..	..	..	..
Bread and flour confectioners	112	+ 6(g)	110	+ 6	115	+ 6	..	..
Off-licences	92	+ 5	93	+ 5	91	+ 5	..	..
Dairymen	107	+ 2	..	..	..	..	106	+ 2
NON-FOOD SHOPS	102	+ 6	..	..	..	..	..	..
Clothing and footwear shops	101	+ 1	100	+ 2	105	+ 1	92	— 5
Footwear shops	102	— 3	105	— 1	101	— 3	95	—10
Men's and boys' wear shops	101	+ 2	96	+ 2	106	+ 3	87	— 7
Women's, girls' and infants' wear, drapery and general clothing shops	102	+ 2	100	+ 3	105	+ 3	92	— 4
Large (c)	—		103	+ 3	—		—	
Medium (c)	—		103	+ 3	—		—	
Small (c)	—		97	+ 2	—		—	
Durable goods shops	99	+ 6	98	+ 7	102	+ 6	92	— 1
Furniture shops	102	+ 7	102	+ 6	102	+13	—	
Large (c)	—		99	+10	—		—	
Medium and small (c)	—		103	+ 4	—		—	
Other durable goods shops	99	+ 6	94	+ 8	102	+ 4	—	
Electricity showrooms	111	Nil	—		111	Nil	—	
Gas showrooms	106	+ 6	—		106	+ 6	—	
Radio and television rental Specialists	..		..		99	+ 6	—	
Radio and electrical goods shops (including radio and cycle shops and perambulator shops)*	94	+ 7	—		—		—	
Miscellaneous non-food shops (b)	103	+ 8	..		..		..	
Confectioners, tobacconists, newsagents	102	+ 6	102	+ 6	105	+ 8	—	
Booksellers, stationers	..		94	+ 8	..		—	
Chemists, photographic goods dealers (d)	100	+ 6	97	+ 3	104	+11	96	+ 1
Jewellers	92	+12	94	+12	84	+11	—	
Leather goods, sports goods, toys and fancy goods shops	88	+ 6	..		..		—	
Ironmongers and hardware shops	109	+10	110	+11	99	+ 6	—	
Other miscellaneous non-food shops	—		113	+ 7	—		—	
Department stores	99	+ 4	—		—		—	
Mail order businesses	113	+ 7	—		—		—	

*Rental specialists are no longer included in this kind of business.

of sales in May was at about the same level as in the corresponding month of 1967. This is similar to the April comparison, but represents a significant drop when compared with the increase of over 27 per cent between the first quarters of 1967 and 1968.

Most kinds of business in this group showed increases in the value of sales on a year earlier similar to those of April but much lower than those recorded in the first quarter. After showing a fall in April over the same month of the previous year, sales of electricity and gas showroms in May showed respectively no change and an increase of 6 per cent.

Other non-food shops

The value of sales of department stores showed an increase of 4 per cent compared with May 1967. This increase will have been affected by the same influences as clothing and footwear shops; a rather poor May 1967, the lack of a pre-spring holiday week, and the weather. Despite this, the increase is very much in line with that recorded in 1967 as a whole compared with the previous year.

The turnover of mail order houses was 7 per cent higher than that recorded for May 1967. This increase might well have been larger, had not it been for the short-term stability of prices during the currency of a mail order catalogue.

The rate of increase in the sales of miscellaneous non-food shops between May 1967 and 1968 was much the same as that between the first quarter of this year and of last year. The rate of increase over the previous year fell somewhat between April and May for confectioners, tobacconists and newsagents, but was rather higher for jewellers and ironmongers and hardware shops.

(*Continued on next page*)

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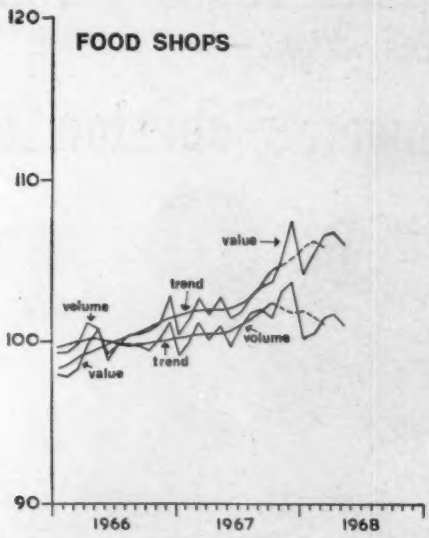
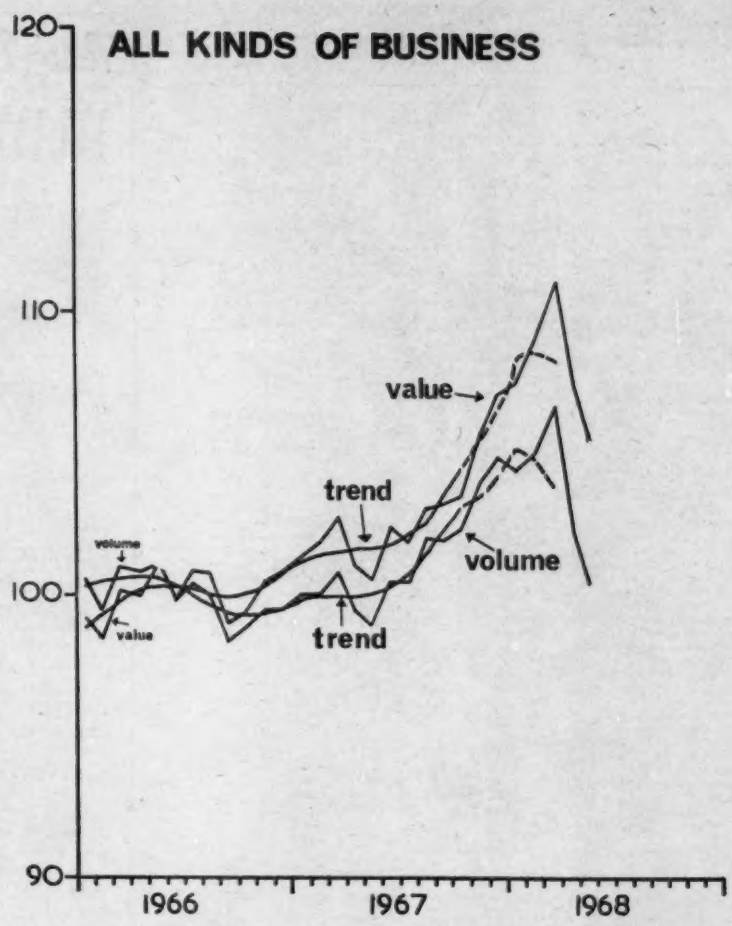
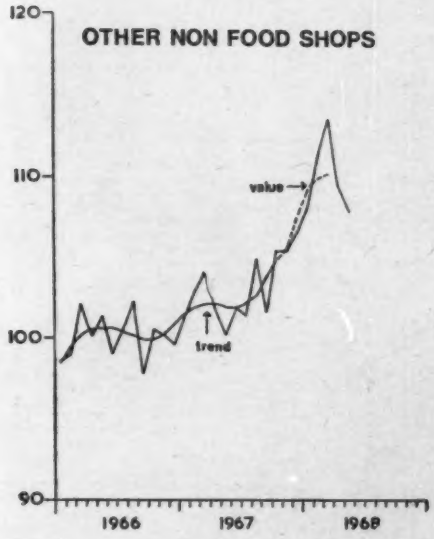
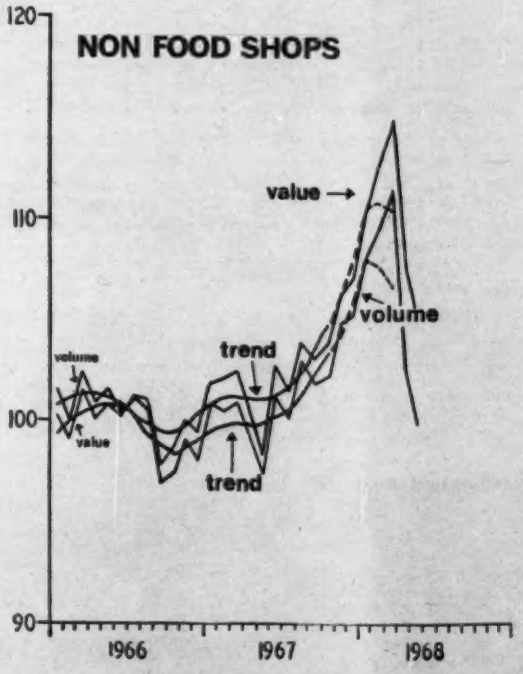
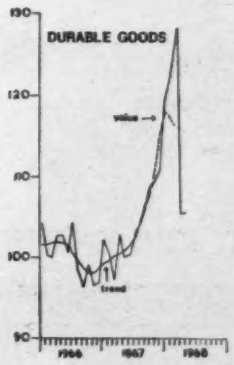
RETAIL SALES IN MAY, *continued*











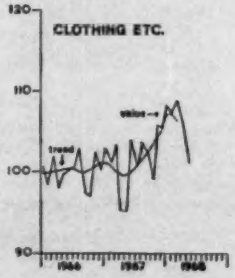


Table 4. Index numbers of sales per week (not seasonally adjusted) and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume. 1966 =100

Sales in 1966 – provisional estimates (£ million)	All kinds of business (£11,372)				Food shops (£4,952)				Non-food shops: Total (£6,420)				Clothing and footwear shops (£1,727)		Durable goods shops (£1,176)		Miscellaneous non-food shops (b) (£2,542)		Department stores (£544)		Mail order businesses (£431)	
	Value		Volume*		Value		Volume*		Value		Volume*											
1967 Year	103	+3	101	+1	103	+3	101	+1	103	+3	102	+2	102	+2	104	+4	103	+3	104	+4	106	+6
1966 1st quarter	92		93		96		98		88		89		83		96		88		87		88	
2nd quarter	97		97		99		99		96		96		98		95		95		92		96	
3rd quarter	97		97		98		98		96		96		95		97		99		95		87	
4th quarter	114		113		106		106		120		118		124		112		118		125		129	
1967 1st quarter	94	+3	93	Nil	100	+4	99	+1	90	+2	88	−1	84	+2	94	−2	91	+3	88	+1	93	+5
2nd quarter	98	+1	97	−1	101	+2	99	Nil	96	Nil	95	−2	97	−1	94	−1	96	+1	93	Nil	101	+6
3rd quarter	100	+3	98	+2	100	+2	99	+2	99	+3	98	+2	97	+2	102	+5	101	+2	99	+4	91	+4
4th quarter	120	+5	118	+4	111	+4	108	+2	127	+6	125	+6	129	+4	125	+12	123	+5	135	+8	140	+8
1968 1st quarter	101	+7	98	+5	103	+4	99	+1	99	+10	97	+9	89	+6	116	+24	97	+7	100	+14	102	+10
1968 March	104	+8	101	+6	105	+4	100	Nil	104	+12	101	+11	92	+6	119	+32	103	+7	100	+15	119	+14
April	104	+6	99	+3	107	+5	101	+1	101	+8	97	+4	101	+11	98	+3	104	+9	99	+7	102	+2
May	103	+4	98	+1	105	+2	99	−1	102	+6	97	+2	101	+1	99	+6	103	+8	99	+4	113	+7
1968 Year to date†		+6		+4		+4		+1		+9		+7		+6		+16		+7		+10		+8

(ii) Analysis by kind of business; value only.

Sales in 1966 – provisional estimates (£ million)	Food shops: Grocers (f) (£2,919)		Butchers (£724)		Greengrocers, fruiterers (£312)		Fishmongers, poulterers (£82)		Bread and flour confectioners (g) (£254)		Off-licences (£217)		Dairymen (£444)		Clothing and footwear shops: Footwear shops (£268)		Men's and boys' wear shops (£362)		Women's wear shops (£1,097)	
1967 Year	103	+3	101	+1	101	+1	99	−1	104	+4	106	+6	104	+4	102	+2	100	Nil	102	+2
1966 1st quarter	96		101		92		98		97		81		99		79		87		82	
2nd quarter	99		96		113		102		99		83		100		105		99		97	
3rd quarter	98		96		102		97		100		87		99		97		95		95	
4th quarter	106		107		93		103		104		149		102		119		119		127	
1967 1st quarter	100	+4	102	+2	96	+4	100	+2	100	+4	87	+7	102	+3	81	+3	87	Nil	84	+2
2nd quarter	101	+2	98	+2	111	−2	99	−3	103	+3	87	+4	105	+5	102	−3	97	−3	97	Nil
3rd quarter	101	+3	96	−1	103	+1	94	−3	104	+4	91	+6	104	+5	99	+3	97	+2	96	+2
4th quarter	111	+4	110	+3	93	Nil	103	Nil	110	+6	157	+5	108	+5	125	+5	121	+2	132	+4
1968 1st quarter	104	+4	106	+3	93	−3	99	−1	105	+5	97	+11	108	+6	84	+3	93	+6	89	+6
1968 March	106	+4	104	+3	98	−5	99	−3	109	+5	100	+14	108	+7	88	Nil	92	+8	93	+6
April	109	+6	104	+3	102	−1	104	+5	116	+10	91	+6	107	+1	105	+12	97	+7	101	+12
May	105	+3	103	+3	104	−6	97	−1	112	+6	92	+5	107	+2	102	−3	101	+2	102	+2
1968 Year to date†		+4		+3		−3		Nil		+6		+9		+4		+4		+6		+6

Sales in 1966 – provisional estimates (£ million)	Durable goods shops: Furniture shops (£486)		Electricity showrooms (£65)		Gas showrooms (£92)		Radio and television rental specialists§ (£109)		Radio and electrical goods, etc., shops (e) (£333)		Miscellaneous non-food shops: Confectioners, tobacconists, newsagents (£1,030)		Booksellers, stationers‡ (£79)		Chemists, photographic goods dealers (d) (£350)		Jewellers (£116)		Leather goods, sports goods, toys and fancy goods shops (£123)		Ironmongers and hardware shops (£298)		Other miscellaneous non-food shops (h) (£100)	
1967 Year	100	Nil	116	+16	108	+8	109	+9	108	+8	103	+3	105	+5	103	+3	104	+4	102	+2	102	+2	103	+3
1966 1st quarter	94		91		95		106		97		94		93		86		78		70		93		95	
2nd quarter	99		95		94		98		89		96		84		96		83		84		99		104	
3rd quarter	99		98		101		98		94		101		91		102		96		103		98		93	
4th quarter	109		115		110		99		120		109		132		117		142		143		110		107	
1967 1st quarter	89	−5	99	+8	98	+4	110	+5	96	Nil	97	+4	97	+4	87	+1	79	+1	72	+3	95	+2	98	+2
2nd quarter	93	−6	104	+10	99	+5	103	+6	91	+2	98	+1	88	+5	96	+1	83	−1	83	−2	99	Nil	105	+1
3rd quarter	98	−1	116	+19	111	+10	107	+10	104	+10	103	+2	96	+5	105	+3	97	+1	103	+1	101	+2	96	+3
4th quarter	118	+9	143	+24	124	+13	115	+16	140	+17	114	+4	137	+4	123	+5	158	+11	151	+5	116	+5	113	+6
1968 1st quarter	106	+19	154	+56	128	+31	127	+15	122	+27	100	+3	105	+8	95	+9	102	+28	76	+6	101	+7	104	+6
1968 March	105	+25	166	+75	147	+44	126	+17	125	+38	104	+2	104	+9	100	+13	119	+41	81	+8	109	+9	117	+9
April	95	+5	94	−11	101	−1	114	+7	101	+4	108	+10	96	+7	96	+8	86	+9	89	+9	110	+8	118	+10
May	102	+7	111	Nil	106	+6	99	+6	94	+7	102	+6	94	+8	100	+6	92	+12	88	+6	109	+10	113	+7
1968 Year to date†		+14		+31		+20		+12		+19		+5		+8		+9		+21		+7		+8		+7

*Average 1966 prices. ‡Independent retailers only. †January-May. §Multiple retailers only.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by May 1968 sales was the four weeks from April 28, 1968 to May 25, 1968, the corresponding period in 1967 was from April 30, 1967 to May 27, 1967. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and cycle shops, cycle shops and perambulator shops.

(f) Including bakery departments of co-operative societies.

(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

(h) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general second-hand dealers and certain other miscellaneous non-food shops.

Hire purchase and other instalment credit business in May

INSTALMENT CREDIT business in May, on a seasonally adjusted basis, remained well below the level of the first quarter of the year although there was some recovery from the sharp fall in April, particularly in new credit advanced by finance houses. Instalment credit sales by durable goods shops were only marginally above those in April.

The seasonally adjusted total of instalment credit debt outstanding to finance houses, durable goods shops and department stores fell by £6 million during May following a fall of £9 million in April and compared with an increase of £31 million in the first quarter,

Finance houses

New credit advanced by finance houses in May, after seasonal adjustment, was 12 per cent higher than in April when there was a sharp decline from the pre-Budget rate. Taking the two months together new credit was extended at a rate about 20 per cent below that in the first quarter of the year. There was, however, a substantial increase compared with a year earlier. This largely resulted from the movement in demand for new credit for purchases of motor vehicles. The fall in credit advanced for motor cycles below the level of May last year, after showing increases on a year earlier for some months, was partly a reflection of the high level of business in May last year following the easing of hire purchase controls on motor cycles in the previous month.

The debt outstanding to finance houses fell by £5 million, on a seasonally adjusted basis, to continue the downward movement of the previous month.

Table 1. Hire purchase and other instalment credit business

Seasonally adjusted series.

	Finance Houses		Durable Goods Shops		Total of instalments outstanding to finance houses, durable goods shops and department stores	
	New instalment credit extended per calender month Index (Average 1961 = 100)	Instalments outstanding at end of period £ million	Instalment credit sales per week Index (Average 1961 = 100)	Instalments outstanding at end of period £ million	Amount at end of period £ million	Change in period £ million
1961	100	618	100	289	934	— 11
1962	86	569	105	290	887	— 47
1963	97	614	114	315	959	+ 72
1964	124	754	116	330	1,115	+156
1965	127	836	112	329	1,196	+ 81
1966	108	756	93	278	1,063	—133
1967	120	742	94	248	1,018	— 45
1966 1st quarter	128	841	104	324	1,194	— 2
2nd quarter	120	830	95	313	1,171	— 23
3rd quarter	98	799	88	298	1,124	— 47
4th quarter	86	756	83	278	1,063	— 61
1967 1st quarter	92	719	87	266	1,011	— 52
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4th quarter	147	742	105	248	1,018	+ 39
1968 1st quarter	138	769	120	252	1,049	+ 31
1967 September	155	707	101	247	979	+ 10
October	161	723	104	247	995	+ 16
November	167	740	106	247	1,013	+ 18
December	114	742	106	248	1,018	+ 5
1968 January	137	750	108	246	1,025	+ 7
February	139	758	118	249	1,035	+ 10
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April	103	760	89	252	1,040	— 9
May	116	755	91	251	1,034	— 6
3 months ended February, 1968	130	758	111	249	1,035	+ 22
3 months ended May, 1968	119	755	105	251	1,034	— 1
Percentage change	—8	—	—5	—	—	—

Table 2. Hire purchase and other credit instalments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245							
Department stores	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28							
Finance houses	1966	836	839	840	849	860	863	869	853	829	806	785	756
	1967	742	730	719	715	712	716	726	731	734	744	755	742
	1968	744	753	766	768	773							
Total of above	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019	1,028	1,041	1,041	1,046							

(*Continued on page 37*)

Programme of TRADE PROMOTIONS, 1968-69

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Overseas Fairs, British Weeks and Store Promotions taking place with Board of Trade assistance

(a) General Fairs—Page i
(b) Specialized Fairs—Page ii
(c) British Weeks and Store Promotions—Page xiv

(a) General Fairs

1968

Bogota: INTERNATIONAL TRADE FAIR – August 1-18, 1968
A possible display of British goods to be organized in the British Pavilion.
(Mrs. I. M. Janzen, Ext. 2489)

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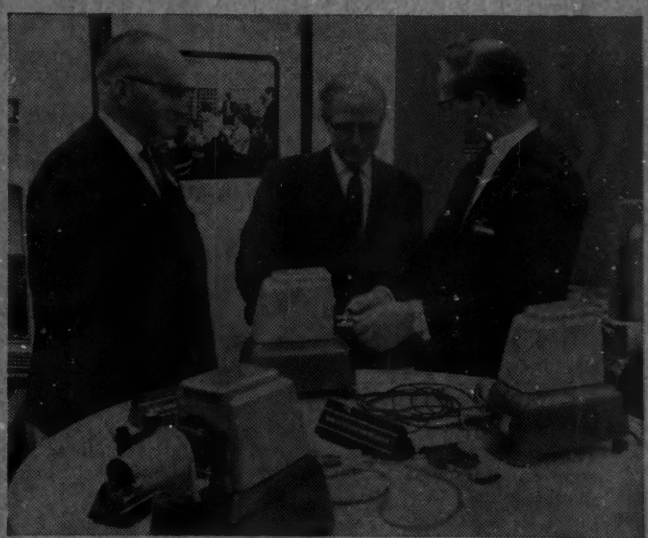

Mr. E. J. Downing, technical information officer, Rank Audio Visual Limited, demonstrates the use of the Rank Aldis Tutor 1000 to Mr. S. L. Edwards (second left), Minister (Economic) Bonn, and Mr. W. Bramhall (left), organizer and honorary treasurer of the Education Equipment Association, on Rank Audio Visual's stand at the Ninth DIDACTA European Education Materials Fair held in Hanover from June 7-11. Over 50 British firms were represented at this international exhibition, said to be the world's largest display of teaching aids equipment and apparatus.

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(a) General Fairs

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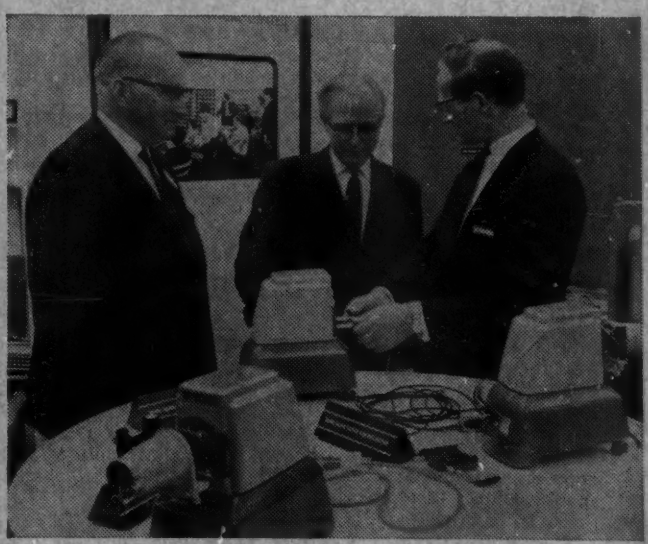

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Bucharest: BRITISH INDUSTRIAL EXHIBITION – October 17-27, 1968
Inquiries about this All-British Exhibition, sponsored by the East European Trade Council, should be addressed to Industrial and Trade Fairs International Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1 (Tel.01-242 9011).

San Salvador: INTERNATIONAL FAIR – November 9-30, 1968
A British Pavilion.
(Mrs. I. M. Janzen, Ext. 2489)

1969

Frankfurt: INTERNATIONAL TRADE FAIR (SPRING) – February 23-27, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington)

Utrecht: INTERNATIONAL SPRING FAIR – March 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. T. E. Kerfoot, Ext. 3071)

Sao Paulo: PROPOSED BRITISH INDUSTRIAL EXHIBITION – March 1969
Inquiries about the proposed British participation in this event should be addressed to British Overseas Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1 (Tel. 01-242 9011).

Lyons: INTERNATIONAL TRADE FAIR – March 22-31, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. G. Pearson, Ext. 2398)

Tokyo: EIGHTH INTERNATIONAL TRADE FAIR – April 17-May 6, 1969
A possible joint venture with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489)

Milan: INTERNATIONAL SAMPLES FAIR – April 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782)

Hanover: HANOVER FAIR – April 26-May 4, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

Gothenburg: SWEDISH TRADE FAIR – May 9-18, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Auckland: INTERNATIONAL TRADE FAIR – August 20-September 6, 1969
A possible British Pavilion.
(Mrs. I. M. Janzen, Ext. 2489)

Bulgaria: PLOVDIV INTERNATIONAL FAIR – September 21-30, 1969
The Board of Trade may organize a British Pavilion at this event.
(Mr. R. I. Morgan, Ext. 2785)

Vienna: INTERNATIONAL AUTUMN TRADE FAIR – September 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782)

Tehran: SECOND ASIAN INTERNATIONAL TRADE FAIR – October 5-24, 1969
A British Pavilion organized by the Board of Trade.
(Mr. R. Clark, Ext. 2262)

1970

Bulgaria: PLOVDIV INTERNATIONAL FAIR – September 20-29, 1970
The Board of Trade may organize a British Pavilion at this event.
(Mr. R. I. Morgan, Ext. 2785)

(b) Specialized Fairs

Agriculture, Forestry, Fishing and Agricultural Machinery

1968

Leningrad: MODERN MACHINERY AND EQUIPMENT OF FISH AND SEA PRODUCTS CATCHING AND PROCESSING (INRYBPROM '68) – August 6-20, 1968
A joint venture with the British Marine Equipment Council. Firms interested in participation should contact the Council immediately.
(Mr. R. I. Morgan, Ext. 2785)

Nairobi: AGRICULTURAL SHOW – October 1-5, 1968
A joint venture with the British Agricultural Export Council.
(Miss G. Adams, Ext. 2788)

1969

Toronto: CANADIAN FARM AND INDUSTRIAL EQUIPMENT SHOW – January 22-25, 1969
Possible joint venture with the British Agricultural Export Council. Firms interested in participation should contact the Council.
(Miss G. Adams, Ext. 2788)

Verona: INTERNATIONAL AGRICULTURAL FAIR – March 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782)

Novi Sad: INTERNATIONAL AGRICULTURAL FAIR – May, 1969
Possible joint venture with The Agricultural Engineers Association. Firms interested in participation should contact the Association.
(Mr. B. L. Banks, Ext. 3558)

Santarem: RIBATEJO AGRICULTURAL FAIR – May 1969
The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782)

Jonkoping: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – May/June 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. I. Ager, Ext. 2783)

Frankfurt: INTERNATIONAL DAIRY ENGINEERING EXHIBITION – June 23-27, 1969
A probable joint venture with the Dairy Engineering Association. Firms interested in participation should contact the Association.
(Mr. K. J. C. Edgington, Ext. 2436)

Aircraft and Aeronautical Equipment

1968

Tokyo: AEROSPACE SHOW – October 9-13, 1968
An official information stand.
(Mrs. I. M. Janzen, Ext. 2489)

1969

Paris: INTERNATIONAL AERONAUTICS AND SPACE EXHIBITION – June 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Books and Periodicals

1968

Manila: BOOK EXHIBITION – September 7-21, 1968
A joint venture with the Book Development Council.
(Mrs. I. M. Janzen, Ext. 2489)

Frankfurt: INTERNATIONAL BOOK FAIR – September 19-24, 1968
A joint venture with the Publishers' Association. Firms interested in participation should contact the Association.
(Miss E. J. Slegg, Ext. 3559)

Amsterdam: INTERNATIONAL ANTIQUARIAN BOOK FAIR – October 3-5, 1968
A joint venture with the Antiquarian Booksellers' Association.
(Mr. T. E. Kerfoot, Ext. 3071)

Seoul: BOOK EXHIBITION – October 1968
A joint venture with the Book Development Council. Firms interested in participation should contact the Council.
(Mrs. I. M. Janzen, Ext. 2489)

1969

Bologna: INTERNATIONAL BOOK FAIR FOR CHILDREN AND YOUTH – April/May, 1969
The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782)

Frankfurt: INTERNATIONAL BOOK FAIR – September/October 1969
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

Building, Public Works and Construction Equipment

1968

Malmo: 50TH INTERNATIONAL SKANEMASSAN (BYGG-MA II). Special Section for the Building Industry – August 16-25, 1968
A joint venture with the Building Materials Export Group.
(Mr. R. J. Ager, Ext. 2783)

Johannesburg: SOUTH AFRICAN BUILDING EXHIBITION – August 21-29, 1968
A joint venture with the Building Materials Export Group.
(Miss G. Adams, Ext. 2788)

Bologna: INTERNATIONAL BUILDING INDUSTRIALIZATION EXHIBITION – October 5-13, 1968
A probable joint venture with the Building Materials Export Group. Firms interested in participation should contact the Group.
(Miss F. King, Ext. 2782)

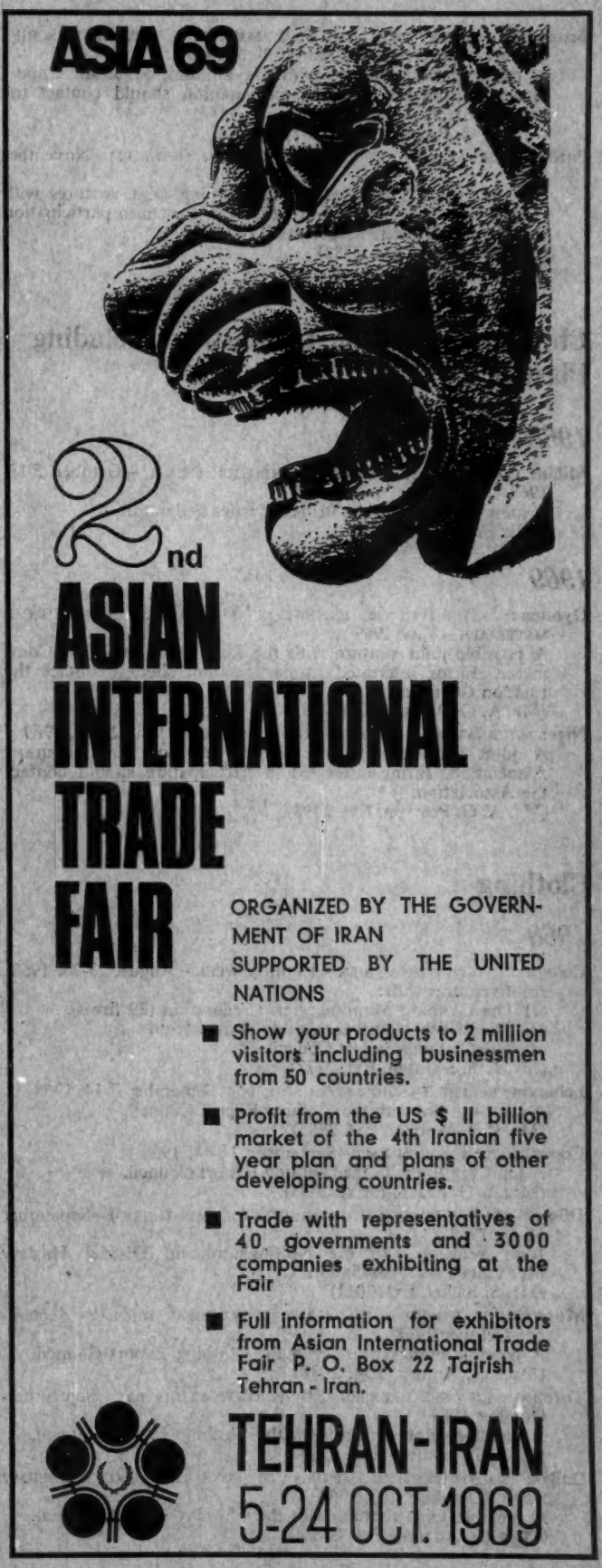
Toronto: CONSTRUCTION AND PUBLIC WORKS (MUNICIPAL EQUIPMENT) SHOW – December 9-12, 1968
Possible joint venture with the Building Materials Export Group. Firms interested in participation should contact the Group.
(Miss G. Adams, Ext. 2788)

1969

Munich: INTERNATIONAL EXHIBITION OF BUILDING MACHINERY (BAUMA) – March 1-9, 1969
The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 127, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2653/6) and not to HMSO.*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TEHRAN-IRAN
5-24 OCT. 1969

Brussels: INTERNATIONAL BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BATIMENT) – March 9-16, 1969
A possible joint venture with the Building Materials Export Group. Firms interested in participation should contact the Export Group.
(Mr. A. G. Pearson, Ext. 2398)

Paris: INTERNATIONAL BUILDING EXHIBITION (BATIMAT) – November 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Chemicals and Allied Industries including Plastics

1968

Milan: INTERNATIONAL PLASTICS EXHIBITION (PLAST) – October 5-13, 1968
A joint venture with the British Plastics Federation.
(Miss F. King, Ext. 2782)

1969

Oyonnax: INTERNATIONAL EXHIBITION OF PLASTICS AND OPTICAL MATERIALS – May 1969
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(Mr. A. G. Pearson, Ext. 2398)

Nice: INTERNATIONAL AEROSOL EXHIBITION (FEA) – June 24-28, 1969
A joint venture with the British Aerosol Manufacturers' Association. Firms interested in participation should contact the Association.
(Mr. A. G. Pearson, Ext. 2398)

Clothing

1968

Cologne: INTERNATIONAL MEN'S FASHION WEEK – August 23-25, 1968
Joint ventures with:
(1) The Clothing Manufacturers' Federation (39 firms)
(2) The British Menswear Guild (20 firms) and
(3) The Clothing Export Council.
(Mr. J. A. Swinton, Ext. 2777)

Lebanon: BEIRUT 'FASHION FROM BRITAIN' – September 9-14, 1968
A joint venture with the Clothing Export Council.
(Mr. R. I. Morgan, Ext. 2785)

Copenhagen: FASHION FAIR – September 15-18, 1968
A joint venture with the Clothing Export Council.
(Mr. A. G. Pearson, Ext. 2398)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September 15-18, 1968
Joint venture with the Nottingham and District Hosiery Manufacturers' Association.
(Mr. S. Bickel, Ext. 2011)

Montreal: PROPOSED DRESSES AND SPORTSWEAR DISPLAY – September-October 1968
A possible joint venture with the Clothing Export Council.
(Miss G. Adams, Ext. 2788)

Toronto: PROPOSED DRESSES AND SPORTSWEAR DISPLAY – September-October 1968
A possible joint venture with the Clothing Export Council.
(Miss G. Adams, Ext. 2788)

Dallas: SOUTH-WESTERN MEN'S AND BOYS' PRE-SPRING HOLIDAY MART – October 6-10, 1968
A possible joint venture with the Clothing Export Council.
(Miss G. Adams, Ext. 2788)

Munich: FASHION WEEK – October 6-10, 1968
Joint venture with the Clothing Export Council.
(Miss E. J. Slegg, Ext. 3559)

Cologne: INTERNATIONAL FAIR FOR THE CHILD – October 11-13, 1968
Joint ventures with:
(1) The Clothing Export Council
(2) The Junior Fashion Group of London
(3) The British Nursery Goods Association.
(Mr. J. A. Swinton, Ext. 2777)

Vienna: LADIES' FASHION SHOW – October 13-16, 1968
A joint venture with the Clothing Export Council.
(Miss F. King, Ext. 2782)

Berlin: FASHION WEEK – October 14-25, 1968
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

New York: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – October 27-30, 1968
A joint venture with the Clothing Export Council.
(Miss J. M. Coker, Ext. 2624)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October 27-31, 1968
A joint venture with the Clothing Export Council.
(Mr. S. Bickel, Ext. 2011)

Stockholm: SECOND TEENAGE FAIR – November 1-10, 1968
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Paris: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – November 9-14, 1968
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Wiesbaden: INTERNATIONAL MILLINERY (INTERHUT) – December 1-3, 1968
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

1969

Montreal: INTERNATIONAL MENSWEAR EXHIBITION – January 27-30, 1969
Possible joint venture with the appropriate trade association. Firms interested in participation should contact their association.
(Miss G. Adams, Ext. 2788)

New York: DISPLAY OF BRITISH CHILDREN'S WEAR – January 1969
A probable joint venture with the National Children's Wear Association.
(Miss J. M. Coker, Ext. 2624)

New York: DISPLAY OF MENSWEAR – February 7-14, 1969
A probable joint venture with the Clothing Export Council.
(Miss J. M. Coker, Ext. 2624)

Paris: EUROPEAN MENSWEAR EXHIBITION (SEHM) – February 8-11, 1969
Probable joint ventures with the British Menswear Guild and the Clothing Export Council.
(Mr. R. J. Ager, Ext. 2783)

Chicago: MENSWEAR RETAILERS OF AMERICA – February 19-22, 1969
A probable joint venture with the Clothing Export Council.
(Mr. A. F. Fenton, Ext. 2786)

Montreal: INTERNATIONAL KNITWEAR EXHIBITION – March 2-6, 1969
Possible joint venture with the appropriate trade association. Firms interested in participation should contact their association.
(Miss G. Adams, Ext. 2788)

Montreal: INTERNATIONAL LACE AND EMBROIDERY EXHIBITION – March 10-14, 1969
Possible joint venture with the appropriate trade association. Firms interested in participation should contact their association.
(Miss G. Adams, Ext. 2788)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – March 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

New York: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – March 23-26, 1969
A joint venture with the Clothing Export Council.
(Miss J. M. Coker, Ext. 2624)

Munich: FASHION WEEK – March 23-27, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

Berlin: FASHION WEEK – April 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

Vienna: LADIES' FASHION SHOW – April 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782)

Cologne: INTERNATIONAL FAIR FOR THE CHILD – April 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777)

Paris: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – April 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – April 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

Düsseldorf: FOOTWEAR SAMPLES DISPLAY (GDS) – April 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

Montreal: INTERNATIONAL FASHION MARKET – April 28-May 1, 1969
Possible joint venture with the appropriate trade association. Firms interested in participation should contact their association.
(Miss G. Adams, Ext. 2788)

Cologne: INTERNATIONAL MEN'S FASHION WEEK – August 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. J. Swinton, Ext. 2777)

Düsseldorf: FOOTWEAR SAMPLES DISPLAY (GDS) – September 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

Munich: FASHION WEEK – October 5-9, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

Düsseldorf: INTERNATIONAL FASHION TRADE WEEK (IGEDO) – October 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

Cologne: INTERNATIONAL FAIR FOR THE CHILD – October 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777)

Berlin: FASHION WEEK – October 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

Vienna: LADIES' FASHION SHOW – November 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782)

Paris: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – November 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Engineering, Electrical and Electronic, including Radio and Television

1968

Los Angeles: WESTERN ELECTRONIC SHOW AND CONVENTION (WESCON) – August 20-23, 1968
A joint venture with the Scottish Council.
(Miss G. Adams, Ext. 2788)

Düsseldorf: INTERNATIONAL HI-FI EXHIBITION – August 30-September 3, 1968
A joint venture with the Federation of British Audio.
(Mr. J. A. Swinton, Ext. 2777)

Copenhagen: INTERNATIONAL ELECTRONICS, AUTOMATION AND INSTRUMENTS EXHIBITION – September 27-October 4, 1968
Joint ventures with the Technical Marketing Association (eight firms) and the British Electrical and Allied Manufacturers' Association (five firms). A trade information stand manned by the Association of Public Address Engineers.
(Mr. A. G. Pearson, Ext. 2398)

Johannesburg: ELECTRA '68 – ELECTRICAL, ELECTRONIC AND NUCLEONIC ENGINEERING EXHIBITION – October 16-23, 1968
Joint ventures with the Scientific Instrument Manufacturers' Association and the British Electrical and Allied Manufacturers' Association.
(Miss G. Adams, Ext. 2788)

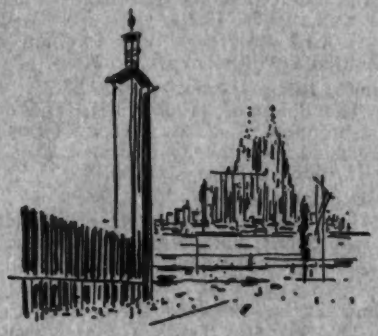
New York: ANNUAL INTERNATIONAL ISA INSTRUMENT AUTOMATION CONFERENCE AND EXHIBITION – October 28-31, 1968
A joint venture with the London Chamber of Commerce.
(Miss J. M. Coker, Ext. 2624)

Amsterdam: INTERNATIONAL ELECTRONIC COMPONENTS EXHIBITION (FIAREX) – October 28-November 1, 1968
A joint venture with the Radio and Electrical Component Manufacturers' Federation. Firms interested in participation should contact the Federation.
(Mr. T. F. Kerfoot, Ext. 3071)

Munich: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS AND RELATED MEASURING AND PRODUCTION EQUIPMENT (ELECTRONICA) – November 7-13, 1968
A joint venture with the Radio and Electronic Components Manufacturers' Federation. Firms interested in participation should contact the Federation.
(Mr. K. J. C. Edgington, Ext. 2436)

Chicago: NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – December 8-11, 1968
A probable joint venture with the Radio and Electronic Component Manufacturers' Federation. Firms interested in participation should contact the Federation.
(Mr. A. F. Fenton, Ext. 2786)

ALL ROADS LEAD TO COLOGNE AT FAIR TIME!



Whether Buying or Selling these are Dates you really MUST note!

INTERNATIONAL EVENTS 1968 :–

23–25 August

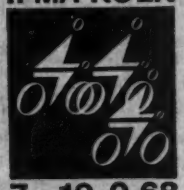
15th Men's Fashion Week

19–22 September

Fair of Lingerie, Foundation Garments, Underwear and Swimwear

7–10 September

IFMA KÖLN



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Bicycle and Motor Cycle Exhibition

28 September–6 October

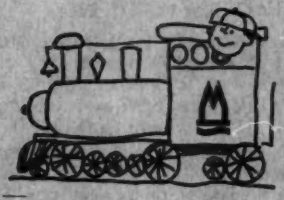
photokina

Photokina

13–15 September

Household Goods and Hardware Fair

11–13 October



Fair for the Child

20–22 October

SPOGA

Spoga

Information and Tickets:
H. E. MELSOM, M.B.E.,
Room 229, Abbey House,
Victoria Street, London, S.W.1.
Tel.: 01-799 2134.

Information:
C. O. NEALE
'Luxor' Saval Park Road,
Dalkey, Co. Dublin.
Tel.: 806868.

IRELAND:
Tickets:
Ryans Orion Travel Agency Ltd.,
4, Lower Abbey Street,
Dublin, 1.

1969

Gothenburg: 6TH SCANDINAVIAN LIGHTING FAIR – January 18-22, 1969
Possible joint ventures with appropriate trade associations. Firms interested should contact their association.
(Mr. R. J. Ager, Ext. 2783)

New York: INSTITUTE OF ELECTRICAL AND ELECTRONICS ENGINEERING EXHIBITION – March 24-27, 1969
A possible joint venture with the Electronic Engineering Association.
(Miss J. M. Coker, Ext. 2624)

Paris: INTERNATIONAL ELECTRONIC COMPONENTS EXHIBITION – April 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Amsterdam: INTERNATIONAL RADIO AND TELEVISION EXHIBITION (FIRATO) – September 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. T. E. Kerfoot, Ext. 3071)

Engineering, Other

1968

Sydney: MATERIALS AND MECHANICAL HANDLING EXHIBITION – July 8-12, 1968
A joint venture with the London Chamber of Commerce.
(Mrs. I. M. Janzen, Ext. 2489)

Louisville: INTERNATIONAL WOODWORKING MACHINERY AND FURNITURE SUPPLY FAIR – September 14-18, 1968
A joint venture with the Machine Tool Trades' Association.
(Mr. A. F. Fenton, Ext. 2786)

Copenhagen: INTERNATIONAL TECHNICAL FAIR (ITEM) – September 24-29, 1968
A joint venture with the Machine Tool Trades' Association (31 firms).
(Mr. A. G. Pearson, Ext. 2398)

Tokyo: INTERNATIONAL MACHINE TOOL FAIR – October 2-13, 1968
A joint venture with the Machine Tool Trades' Association Inc.
(Mrs. I. M. Janzen, Ext. 2489)

Detroit: 50TH MATERIALS ENGINEERING EXPOSITION AND CONGRESS – October 14-17, 1968
A joint venture with the Welding Institute.
(Mr. A. F. Fenton, Ext. 2786)

Zurich: INTERNATIONAL EXHIBITION FOR OIL HYDRAULICS AND PNEUMATICS – October 31-November 5, 1968
Joint ventures with the British Compressed Air Society and Association of Hydraulic Equipment Manufacturers Ltd.
(Mr. T. E. Kerfoot, Ext. 3071)

Warsaw: BRITISH ENGINEERING DAYS – December 9-14, 1968
A joint venture with the London Chamber of Commerce and the British Mechanical Engineering Federation.
(Mr. R. Clark, Ext. 2262)

1969

Cleveland: ASME GAS TURBINE CONFERENCE AND PRODUCTS SHOW – March 16-20, 1969
A probable joint venture with the British Electrical and Allied Manufacturers' Association.
(Mr. A. F. Fenton, Ext. 2786)

Cleveland: PLANT ENGINEERING AND MAINTENANCE SHOW – March 24-27, 1969
A probable joint venture with the London Chamber of Commerce.
(Mr. A. F. Fenton, Ext. 2786)

Chicago: TOOL EXPOSITION (ASTME) – April 1969
A joint venture with the Machine Tool Trades' Association.
(Mr. A. F. Fenton, Ext. 2786)

Moscow: EQUIPMENT FOR AUTOMATION OF PRODUCTION PROCESSES (AUTOMATION '69) – May 14-28, 1969
The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. I. Morgan, Ext. 2785)

Toronto: NATIONAL INDUSTRIAL PRODUCTION SHOW – June 2-6, 1969
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss G. Adams, Ext. 2788)

Tokyo: INTERNATIONAL WELDING SHOW – July 19-24, 1969
A possible joint venture with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489)

Essen: WELDING AND CUTTING FAIR – September 20-28, 1969
A probable joint venture with the British Electrical and Allied Manufacturers' Association (Welding Section). Firms interested in participation should contact the Association.
(Mr. K. J. C. Edgington, Ext. 2436)

Tokyo: INTERNATIONAL HYDRAULIC AND PNEUMATIC MACHINERY FAIR – October 1969
A possible joint venture with the British Compressed Air Society. Firms interested in participation should contact the Society.
(Mrs. I. M. Janzen, Ext. 2489)

Fancy Goods, Jewellery and Giftware

1968

New York: NATIONAL JEWELLERY TRADE SHOW – August 4-8, 1968
A joint venture with the British Jewellers' Association.
(Miss J. M. Coker, Ext. 2624)

1969

Montreal: INTERNATIONAL GIFTWARE MANUFACTURERS' EXHIBITION – June 3-7, 1969
Possible joint venture with the appropriate trade association. Firms interested in participation should contact their association.
(Miss G. Adams, Ext. 2788)

Foodstuffs, Food Machinery, Hotel and Catering Equipment

1968

Los Angeles: FINE FOOD AND BEVERAGES FAIR – July 14-17, 1968
Joint venture with the British Food Export Council.
(Miss G. Adams, Ext. 2788)

Boston: NATIONAL CANDY WHOLESALERS' ANNUAL CONVENTION AND EXHIBITION – July 28-30, 1968
A joint venture with the British Food Export Council.
(Miss G. Adams, Ext. 2788)

New York: NATIONAL FANCY FOOD AND CONFECTION SHOW – August 4-7, 1968
A joint venture with the British Food Export Council.
(Miss J. M. Coker, Ext. 2624)

Utrecht: INTERNATIONAL FAIR FOR MACHINERY AND EQUIPMENT FOR CHEMICALS, FOODSTUFFS AND FOOD AND DRINK INDUSTRIES (MACHEVO) – October 16-23, 1968
A joint venture with the Council of British Manufacturers of Petroleum Equipment.
(Mr. T. E. Kerfoot, Ext. 3071)

Fort Lauderdale: BISCUIT AND CRACKER DISTRIBUTORS' CONFERENCE AND EXHIBITION – October 24-26, 1968
Probable joint venture with the British Food Export Council.
(Miss G. Adams, Ext. 2788)

Paris: INTERNATIONAL FOOD EXHIBITION (SIAL) – October 27-November 4, 1968
A joint venture with the British Food Export Council, and an information stand with the Scotch Whisky Association.
(Mr. R. J. Ager, Ext. 2783)

Paris: INTERNATIONAL EXHIBITION FOR THE MALT AND BEER INDUSTRIES – November 2-8, 1968
Joint venture with the London Chamber of Commerce.
(Mr. R. J. Ager, Ext. 2783)

1969

Cologne: INTERNATIONAL EXHIBITION OF FINE FOODS AND PROVSIONS (ANUGA) – October 4-10, 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777)

Footwear

1968

Düsseldorf: FOOTWEAR SAMPLES DISPLAY (GDS) – September 21-23, 1968
A joint venture with the British Footwear Manufacturers' Federation. Firms interested in participation should contact the Federation.
(Mr. S. Bickel, Ext. 2011)

Montreal: CANADIAN SHOE AND LEATHER FAIR – October 6-8, 1968
Probable joint venture with the British Footwear Manufacturers' Federation. Firms interested in participation should contact the Federation.
(Miss G. Adams, Ext. 2788)

Chicago: NATIONAL SHOE FAIR – October 6-9, 1968
A joint venture with the British Footwear Manufacturers' Federation.
(Mr. A. F. Fenton, Ext. 2786)

New York: NATIONAL SHOE FAIR – November 24-26,1968
A joint venture with the British Footwear Manufacturers' Federation.
(Miss J. M. Coker, Ext. 2624)

1969

Bologna: INTERNATIONAL SHOE AND LEATHER FAIR – March 1969
A possible joint venture with the Boot and Shoe Institution. Firms interested in participation should contact the Institution.
(Miss F. King, Ext. 2782)

New York: NATIONAL SHOE FAIR – March/April 1969
Probable joint venture with the British Footwear Manufacturers' Federation.
(Miss J. M. Coker, Ext. 2624)

Moscow: FOOTWEAR, SHOEMAKING MACHINERY AND LEATHER PROCESSING (OBUV '69) – September 10-24, 1969.
The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. I. Morgan, Ext. 2785)

Dallas: DALLAS SHOE SHOW – October 19-23, 1968
A possible joint venture with the British Footwear Manufacturers' Federation.
(Miss G. Adams, Ext. 2788)

Furniture, Furnishings, Household Equipment and Hardware

1968

Naples: HOMES, FURNISHING AND CLOTHING EXHIBITION (FIERA DELLA CASA) – June 22-July 7, 1968
An official information stand manned by representatives of the British Consulate-General at Naples.
(Miss F. King, Ext. 2782)

Basle: INTERNATIONAL HARDWARE EXHIBITION (INTERFEREX) – September 1-3, 1968
A joint venture with the Hardware Manufacturers' Association.
(Mr. T. E. Kerfoot, Ext. 3071)

Milan: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE EXHIBITION (MACEF) – September 6-10, 1968
A joint venture with the British Artmetal Manufacturers Export Group.
(Miss F. King, Ext. 2782)

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 13-15, 1968
Joint ventures with:
(1) The British Electrical and Allied Manufacturers Association.
(2) The British Artmetal Manufacturers Export Group.
(3) The Federation of British Horticultural Exporters.
(Mr. J. A. Swinton, Ext. 2777)

Lyons: INTERNATIONAL FURNITURE AND FURNISHINGS ACCESSORIES EXHIBITION (MEUROPAM AND PROMEUROPAM) – October 5-8, 1968
Joint ventures with the British Furniture Manufacturers Federated Association (14 firms) and the Federation of British Carpet Manufacturers (three firms).
(Mr. A. G. Pearson, Ext. 2398)

New York: NATIONAL HARDWARE SHOW – October 7-10, 1968
A joint venture with the Federation of British Horticultural Exporters Ltd.
(Miss J. M. Coker, Ext. 2624)

Toronto: INTERIOR DESIGN SHOW – October 28-30, 1968
Probable joint venture with the Federation of British Carpet Manufacturers. Firms interested in participation should contact the Federation.
(Miss G. Adams, Ext. 2788)

1969

Paris: CARPET AND FLOOR COVERINGS EXHIBITION – January 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Paris: INTERNATIONAL FURNITURE EXHIBITION – January 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 20-23, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777)

Turin: DOMESTIC ART EXHIBITION – March 14-27, 1969
A possible joint venture with the appropriate trade association. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782)

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 12-14, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777)

Lyons: INTERNATIONAL FURNITURE AND FURNISHINGS ACCESSORIES EXHIBITION (MEUROPAM AND PRO-MEUROPAM) – October 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. G. Pearson, Ext. 2398)

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (*Addresses on page xvi.*)

Heating and Ventilating

1969

Chicago: INTERNATIONAL HEATING AND AIR CONDITIONING EXHIBITION – January 27-30, 1969
Possible joint venture with the British Oil and Gas Firing Equipment Manufacturers' Association.
(Mr. A. F. Fenton, Ext. 2786)

Stuttgart: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – March 5-9, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)

Horticulture and Horticultural Equipment

1969

Paris: FLORALIES – March 23-October 5, 1969
The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their association.
(Mr. R. J. Ager, Ext. 2783)

Dortmund: EUROPEAN HORTICULTURAL SHOW (EUROFLOR) – April 25-October 12, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

Hospital, Medical, Surgical and Dental Equipment

1968

Kuala Lumpur: MEDICAL EXHIBITION – August 5-9, 1968
A joint venture with the London Chamber of Commerce.
(Mrs. I. M. Janzen, Ext. 2489)

Cologne: INTERNATIONAL DENTAL EXHIBITION – August 27-September 1, 1968
A joint venture with the British Dental Trade Association (11 firms).
(Mr. S. Bickel, Ext. 2011)

Kampala: INTERNATIONAL MEDICAL EXHIBITION – September 8-11, 1968
A joint venture with the Surgical Instrument, Equipment and Appliances Export Group.
(Miss G. Adams, Ext. 2788)

Helsinki: PHYSICIAN'S DAYS – November 10-16, 1968
A possible joint venture with the Association of the British Pharmaceutical Industry.
(Mr. A. G. Pearson, Ext. 2398)

1969

Montreal: INTERNATIONAL SURGICAL, MEDICAL AND DENTAL EQUIPMENT EXHIBITION – June 14-17, 1969
Possible joint venture with the appropriate trade association. Firms interested in participation should contact their associations.
(Miss G. Adams, Ext. 2788)

Tokyo: 12TH INTERNATIONAL CONGRESS OF RADIOLOGY – October 6-11, 1969
A possible joint venture with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489)

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4
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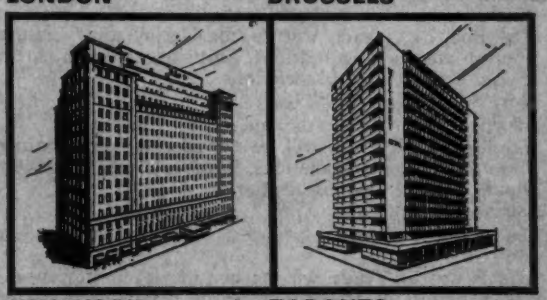

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Hong Kong: HOSPITAL EQUIPMENT EXHIBITION – 1969
A possible joint venture with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489)

Leather, Leather Goods and Fur

1968

Offenbach: INTERNATIONAL LEATHER GOODS FAIR – August 31-September 4, 1968
A joint venture with the British Leathergoods Manufacturers' Association.
(Mr. S. Bickel, Ext. 2011)

Paris: INTERNATIONAL LEATHER WEEK (SEMAINE DU CUIR) – September 12-17, 1968
Joint ventures with:
(1) British Leather Federation
(2) British Footwear Manufacturers' Federation
(3) Leather Importers, Merchants & Factors Association
(Mr. R. J. Ager, Ext. 2783)

New York: LEATHER AND ALLIED INDUSTRIES EXPOSITION – October 29-31, 1968
A probable joint venture with the Leather Institute.
(Miss J. M. Coker, Ext. 2624)

1969

Offenbach: INTERNATIONAL LEATHER GOODS FAIR – February 22-27, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

Frankfurt: INTERNATIONAL FUR FAIR – April 23-27, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

Offenbach: INTERNATIONAL LEATHER GOODS FAIR – August-September 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

Paris: INTERNATIONAL LEATHER WEEK (SEMAINE DU CUIR) – September 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Motor Vehicles, Motor Cycles and Cycles

1968

Cologne: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION (IFMA) – September 7-10, 1968
A joint venture with the British Cycle and Motor Cycle Industries' Association.
(Mr. J. A. Swinton, Ext. 2777)

Hartford (Connecticut): ASSOCIATION OF DIESEL SPECIALISTS' CONVENTION – September 25-28, 1968
Probable joint venture with the Society of Motor Manufacturers and Traders.
(Miss G. Adams, Ext. 2788)

Paris: INTERNATIONAL MOTOR CYCLE AND MOTORCYCLE EXHIBITION – October 3-13, 1968
A joint venture with the Society of Motor Manufacturers and Traders.
(Mr. R. J. Ager, Ext. 2783)

Boston: INTERNATIONAL AUTO SHOW – October 21-27, 1968
Joint venture with the Society of Motor Manufacturers and Traders.
(Miss G. Adams, Ext. 2788)

Turin: INTERNATIONAL MOTOR SHOW – October 30-November 10, 1968.
A joint venture with the Society of Motor Manufacturers and Traders. Firms interested in participation should contact the Society.
(Miss F. King, Ext. 2782)

San Francisco: INTERNATIONAL AUTOMOBILE SHOW – November 1968
Joint venture with the Society of Motor Manufacturers and Traders.
(Miss G. Adams, Ext. 2788)

Detroit: AUTOMOBILE SHOW – November 30-December 8, 1968
A joint venture with the Society of Motor Manufacturers and Traders.
(Mr. A. F. Fenton, Ext. 2786)

1969

Brussels: INTERNATIONAL MOTOR SHOW – January 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. G. Pearson, Ext. 2398)

Chicago: AUTOMOTIVE ACCESSORIES MANUFACTURERS OF AMERICA INTERNATIONAL EXPOSITION – February 10-13, 1969
A joint venture with the Society of Motor Manufacturers and Traders.
(Mr. A. F. Fenton, Ext. 2786)

Chicago: AUTOMOBILE SHOW – February-March 1969
A joint venture with the Society of Motor Manufacturers and Traders.
(Mr. A. F. Fenton, Ext. 2786)

Daytona (Florida): INTERNATIONAL MOTORCYCLE SHOW – March 11-15, 1969
Possible joint venture with the British Cycle and Motor Cycle Industries' Association Ltd. Firms interested in participation should contact the Association.
(Miss G. Adams, Ext. 2788)

Geneva: INTERNATIONAL MOTOR SHOW – March 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. T. E. Kerfoot, Ext. 3071)

New York: INTERNATIONAL AUTOMOBILE SHOW – March/April 1969
A joint venture with the Society of Motor Manufacturers and Traders.
(Mr. A. F. Fenton, Ext. 2786)

Turin: COMMERCIAL VEHICLE EXHIBITION – April 12-20, 1969
A possible joint venture with the Society of Motor Manufacturers and Traders. Firms interested in participation should contact the Society.
(Miss F. King, Ext. 2782)

Belgrade: INTERNATIONAL FAIR OF ENGINES AND MOTOR VEHICLES – April 19-27, 1969
Joint ventures with approved trade association. Firms interested in participation should contact their associations.
(Mr. R. Clark, Ext. 2262)

Frankfurt: INTERNATIONAL MOTOR SHOW – September 11-21, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)

Turin: INTERNATIONAL MOTOR SHOW – November 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782)

Music and Musical Instruments

1969

Cannes: INTERNATIONAL RECORD AND MUSIC PUBLISHING MARKET (MIDEM) – January 1969
A joint venture with the Music Publishers' Association. Firms interested in participation should contact the Association.
(Mr. A. G. Pearson, Ext. 2398)

Los Angeles: HI-FI AND MUSIC SHOW – October 1969
Possible joint venture with the Federation of British Audio. Firms interested in participation should contact the Federation.
(Miss G. Adams, Ext. 2788)

Office Machinery and Equipment

1969

Tokyo: THIRTY-SIXTH BUSINESS EQUIPMENT SHOW – May 1969
A possible joint venture with the Business Equipment Trade Association. Firms interested in participation should contact the Association.
(Mrs. I. M. Janzen, Ext. 2489)

Packaging Machinery and Materials, including Containers

1968

Dublin: IRISH PACKAGING EXHIBITION – September 23-27, 1968
A joint venture with the Institute of Packaging.
(Mr. T. E. Kerfoot, Ext. 3071)

Baltimore: SECOND INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXHIBITION – October 28-November 1, 1968
A joint venture with the London Chamber of Commerce.
(Miss G. Adams, Ext. 2788)

Paris: INTERNATIONAL PACKAGING EXHIBITION – November 24-30, 1968
A joint venture with the Institute of Packaging.
(Mr. R. J. Ager, Ext. 2783)

1969

Düsseldorf: 5TH INTERNATIONAL TRADE FAIR OF PACKAGING MACHINERY AND MATERIALS AND CONFECTIONERY MACHINERY (INTERPACK) – May 1969
The Board of Trade are considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

Melbourne: THE THIRD WORLD CONTAINERIZATION AND SERVICES' EXHIBITION – June 23-27, 1969
A possible joint venture with the London Chamber of Commerce and other appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489)

Photographic Equipment

1968

Cologne: INTERNATIONAL PHOTO AND CINE EXHIBITION (PHOTOKINA) – September 28-October 6, 1968
Joint ventures with:
(1) The British Photographic Export Group.
(2) The British Sensitisers' Export Association.
(Mr. S. Bickel, Ext. 2011)

1969

New York: UNIVERSE OF PHOTOGRAPHY (PHOTO EXPO '69) – June 7-15, 1969
A possible joint venture with the British Photographic Export Group.
(Mr. A. F. Fenton, Ext. 2786)

Pottery and Glassware

1968

Paris: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION (ARTS DU FEU) – September 6-11, 1968
Joint ventures with:
(1) The British Pottery Manufacturers Federation.
(2) The Glass Manufacturers Federation.
The event has been postponed from June 21-26.
(Mr. R. J. Ager, Ext. 2783)

1969

Paris: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION (ARTS DU FEU) – June 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

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Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147).

Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.4 (01-248 3718).

Printing, Stationery and Printing Machinery

1968

New York: SCREEN PRINTING ASSOCIATION INTERNATIONAL TRADE SHOW – October 9-12, 1968
A joint venture with the Display Producers and Screen Printers' Association.
(Mr. A. F. Fenton, Ext. 2786)

1969

Moscow: PRINTING MACHINERY (INCLUDING DUPLICATING AND PHOTOCOPYING EQUIPMENT) (INPOLIGRAFMASH '69) – July 9-23, 1969
The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. I. Morgan, Ext. 2785)

Milan: INTERNATIONAL EXHIBITION AND CONGRESS OF PAPER AND PRINTING (GEC) – October 4-12, 1969
A joint venture with the British Printing Machinery Association. Firms interested in participation should contact the Association.
(Miss F. King, Ext. 2782)

Scientific Instruments and Nuclear Equipment

1968

Lausanne: INTERNATIONAL EXHIBITION AND CONGRESS OF PHOTOGRAMMETRY – July 9-18, 1968
A joint venture with the Scientific Instrument Manufacturers' Association.
(Mr. T. E. Kerfoot, Ext. 3071)

Rome: FOURTH EUROPEAN REGIONAL CONFERENCE AND EXHIBITION ON ELECTRON MICROSCOPY – September 1-7, 1968
A joint venture with the Scientific Instrument Manufacturers' Association.
(Miss F. King, Ext. 2782)

Düsseldorf: INTERNATIONAL EXHIBITION AND CONGRESS OF INSTRUMENTATION AND AUTOMATION (INTERKAMA) – October 9-15, 1968
A joint venture with the Scientific Instrument Manufacturers' Association.
(Mr. J. A. Swinton, Ext. 2777)

Washington: INTERNATIONAL ATOMIC ENERGY CONFERENCE AND EXHIBITION – November 10-14, 1968
Probable joint venture with the British Nuclear Forum. Firms interested in participation should contact the Forum.
(Miss G. Adams, Ext. 2788)

Milan: INSTRUMENTATION AND AUTOMATION FAIR – November 20-26, 1968
A trade information stand manned by the British Electrical and Allied Manufacturers' Association.
(Miss F. King, Ext. 2782)

Warsaw: DISPLAY OF BRITISH SCIENTIFIC INSTRUMENTS – October/November, 1968
Possible joint venture with Scientific Instruments Manufacturers' Association. Firms interested in participation should contact the Association.
(Mr. R. Clark, Ext. 2262)

1969

Cleveland: ANALYTICAL CHEMISTRY AND APPLIED SPECTROSCOPY SHOW – March 4-8, 1969
A possible joint venture with the Scientific Instrument Manufacturers' Association.
(Mr. A. F. Fenton, Ext. 2786)

Basle: INTERNATIONAL NUCLEAR INDUSTRIES FAIR (NUCLEX 69) – October 6-11, 1969
A joint venture with the British Nuclear Forum. Firms interested in participation should contact the Forum.
(Mr. T. E. Kerfoot, Ext. 3071)

Ships and Boats

1968

Chicago: MARINE TRADES EXHIBIT – September 19-22, 1968
A joint venture with the Ship and Boat Builders' National Federation.
(Mr. A. F. Fenton, Ext. 2786)

1969

Hamburg: BOAT SHOW – January 1969
A joint venture with the Ship and Boat Builders' National Federation.
(Mr. K. J. C. Edgington, Ext. 2436)

New York: NATIONAL BOAT SHOW – February 1969
A joint venture with the Ship and Boat Builders' National Federation. Firms interested in participation should contact their associations.
(Mr. A. F. Fenton, Ext. 2786)

Sports Goods and Camping Equipment, including Caravans

1968

Cologne: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 20-22, 1968.
Joint ventures with the Federation of Manufacturers of Sports and Games Equipment, Camping Trade Association of Great Britain, and British Association of Fishing Tackle Makers.
(Mr. S. Bickel, Ext. 2011)

New York: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – October 1968
A joint venture with the Clothing Export Council.
(Mr. A. F. Fenton, Ext. 2786)

1969

Houston: NATIONAL SPORTING GOODS SHOW – February 2-6, 1969
Possible joint ventures with (1) The Federation of British Manufacturers of Sports and Games, and (2) The Camping Trades Association. Firms interested in participation should contact either of these associations.
(Miss G. Adams, Ext. 2788)

Amsterdam: INTERNATIONAL YACHTING, CAMPING AND CARAVAN EQUIPMENT EXHIBITION (HISWA) – March 7-16, 1969
A joint venture with the Ship and Boat Builders' National Federation. Firms interested in participation should contact the Federation.
(Mr. T. E. Kerfoot, Ext. 3071)

New York: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – March 23-26, 1969
A probable joint venture with the Clothing Export Council.
(Mr. A. F. Fenton, Ext. 2786)

Cologne: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

Textiles and Textile Machinery

1968

Frankfurt: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – November 19-22, 1968
A joint venture with the Textile Promotion Consultative Committee. Firms interested in participation should contact the Committee.
(Mr. K. J. C. Edgington, Ext. 2436)

1969

Frankfurt: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – May 20-23, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)

Greenville: INTERNATIONAL AMERICAN TEXTILE MACHINERY EXHIBITION – October 20-24, 1969
Possible joint venture with 'Trex' – the British Textile Machinery Organization.
(Miss G. Adams, Ext. 2788)

Frankfurt: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – November 18-21, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. K. J. C. Edgington, Ext. 2436)

Seven British agricultural machinery manufacturers participated in a Board of Trade joint venture scheme sponsored by the Agricultural Engineers' Association at the recent German Agricultural Exhibition – the Deutsche Landwirtschaft, Gesselschaft, held in Munich. This was the 50th anniversary of the show, and the majority of exhibitors reported good inquiries and business. Seen here are (left to right): a representative from Howard Rotavator Co. Ltd.; Mr. Carter, of the Commercial Section, Consulate-General in Munich; Mr. J. L. Taylor, Commercial Counsellor, British Embassy in Bonn; Edgar W. Jones, chief executive of the Agricultural Engineers' Association, and Mr. K. J. Green, head of the Commercial Section, British Consulate-General in Munich.

Toys and Games

1969

Nuremberg: INTERNATIONAL TOY FAIR – February 8-14, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

New York: INTERNATIONAL TOY AND TRADE FAIR – March 1969
Joint venture with The British Toy Manufacturers' Association.
(Mr. A. F. Fenton, Ext. 2786)

Other Specialized Fairs

1968

New York: NATIONAL TRADE SHOW OF THE PET INDUSTRY – September 6-8, 1968
A joint venture with the British Pet Trade Fair Founders Club.
(Mr. A. F. Fenton, Ext. 2786)

Vienna: WORLD HAIRDRESSING CHAMPIONSHIPS EXHIBITION – September 22-24, 1968
A joint venture with the Hairdressing Manufacturers' and Wholesalers' Association.
(Miss F. King, Ext. 2782)

Mexico City: INTERNATIONAL PHILATELIC EXHIBITION – October 30-November 10, 1968
A joint venture with the Philatelic Traders Society. Firms interested in participation should contact the Society.
(Mrs. I. M. Janzen, Ext. 2489)

Amsterdam: INTERNATIONAL CLEANING AND MAINTENANCE EXHIBITION (INTERCLEAN) – November 25-28, 1968
A possible joint venture with the British Institute of Cleaning Science.
(Mr. T. E. Kerfoot, Ext. 3071)

1969

Mexico City: PROPOSED BRITISH EXHIBITION OF FOOD PROCESSING MACHINERY – February 11-15, 1969
This Exhibition is being organized jointly by the Food Machinery Association, the Institute of Packaging and the London Chamber of Commerce in conjunction with the Board of Trade as a joint venture. Firms interested in participation should contact one of the associations.
(Mrs. I. M. Janzen, Ext. 2489)

Paris: INTERNATIONAL EXHIBITION OF SAFETY AND PROTECTION (EUROPROTECTION) – September 30-October 5, 1969
The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Düsseldorf: 2ND CONGRESS AND EXHIBITION FOR CLEAN AIR – October 13-17, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

Düsseldorf: INDUSTRIAL SAFETY AND FACTORY HYGIENE – November 12-15, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

(c) British Weeks and Store Promotions

1968

Paris: AU BON MARCHE MAJOR STORE PROMOTION – February-October 1968
This major Paris department store is holding a series of British promotions which began in February with foodstuffs. This was followed by Carnaby Street Fashions in March, Menswear and Luggage in April, Household Goods and Chinaware in May and Leisurewear in June. An Irish promotion will be held in September and a Scottish promotion in October.
British firms interested in supplying goods with Scottish or Irish associations should contact Mr. Greek, Brook Merchandising Co. Ltd., 48 Brook Street, London, W.1 (Tel. 01-493 8804).
(Mr. P. Holmes, 01-828 1288, Ext. 7249)

London, Ontario: FORTNIGHT FESTIVAL – June 29-July 13, 1968
This year the organizers of this annual event have decided to accentuate the already existent 'British' theme by making the occasion a minor British Week. Board of Trade support includes the provision of display material and assistance in the organization of special features, including a Guards' band. British firms should take advantage of this favourable opportunity for promoting sales of their goods in local stores by notifying and encouraging their agents.
(Mr. A. H. Divers, Ext. 3373)

Alaska: ANCHORAGE AND FAIRBANKS: NORTHERN COMMERCIAL CO. – early July 1968
This promotion will feature shoes, woollens, knitwear and fancy goods from Britain.
There is no London Buying House for the store, but interested manufacturers should contact the store direct at Anchorage and Fairbanks.
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Johannesburg, South Africa: JOHN ORR AND CO. (TVL.) LTD. – August 26-September 9, 1968
This store will feature British consumer goods of the department store type. The London buying house of the store is Hollingsworth & Mathews Ltd., 1 Finsbury Square, London, E.C.2 (Tel. 01-606 1611).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Switzerland: GLOBUS – August 30-September 20, 1968
A promotion of British consumer goods, particularly of young fashions, food stuffs and knitwear will be held at GLOBUS department stores in Zurich, Basle, Berne, St. Gallen, Chur and Aarau from August 30-September 20, the promotion in Basle being extended for the period of the British Shopping Week from September 20-28. The London Buying House is John Lewis Ltd., Oxford Street, London, W.1.
(Mr. A. E. H. Sammons, 01-828 1288, Ext. 7251)

New York: R. H. MACY AND CO. INC. – September 3-21, 1968
This major British promotion will feature a comprehensive range of consumer goods in 14 stores in the New York area. Interested manufacturers are advised to contact the store's London Buying House, R. H. Macy & Co. Inc., 52/53 Conduit Street, London, W.1 (Tel. 01-734 4583).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Regina: BRITISH SHOPPING WEEK – September 5-14, 1968
The city-wide British Shopping Week being held in Regina with the full co-operation of the civic and commercial communities presents splendid opportunities for British firms to promote the sale of their products in this rewarding market. Planning for the event is in the initial stages, but it is hoped to create a typically British atmosphere aimed at attracting the shoppers into the stores and shops.
(Mr. C. S. Stappard, Ext. 2761)

Louisville, Kentucky: STEWART DRY GOODS CO. – September 16-28, 1968
This promotion will feature ladies' ready-to-wear clothing, menswear, home furnishings and ladies' fashion accessories.
The London Buying House is Associated Dry Goods (UK) Ltd., Elsley House, 24/30 Great Titchfield Street, London, S.W.1.
(Mr. R. A. Hillier, Tel. 01-828 1288, Ext. 7240)

Basle: BRITISH SHOPPING WEEK – September 20-28, 1968
About 200 shops in the central shopping area will participate in this event aimed at promoting the sale of a wide variety of British goods.
(Mr. A. E. H. Sammons, 01-828 1288, Ext. 7251)

Geneva and Lausanne: BRITISH MENSWEAR GUILD PROMOTIONS – September 20-28, 1968
These promotions will take place in 20 shops in Geneva and at Albion House in Lausanne.
(Mr. A. E. H. Sammons, 01-828 1288, Ext. 7251)

USA: SAKS FIFTH AVENUE – September 25-28, 1968
This store will feature British men's and boys' clothing, furnishings, shoes, hats, etc., in 30 of its branches across the United States. The London buying house for the store is Saks & Company, Berkeley Square House, Berkeley Square, London, W.1 (Tel. 01-629 3031).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Stockholm: MAJOR BRITISH WEEK – September 27-October 5, 1968
Preparations for the Week are being completed and it is estimated that over 1,000 shops and stores will be taking part. The Week will be opened by HRH Princess Alexandra who will stay in Stockholm with the Hon. Angus Ogilvy until October 1. Later in the Week, the Lord Mayor of London and the President of the Board of Trade will visit Stockholm.
Many supporting events and displays have been arranged including Fashion Shows, an 'Inventive Britain' display, the City of London Pavilion and a 'pub'. The centrepiece display in the Marmorhallar will include room settings by the Ideal Home Magazine, a Council of Industrial Design display and an exhibition of consumer durables. Military bands, a naval visit and various sporting events including Highland Games will also be among the great variety of attractions.
Businessmen intending to visit Stockholm during the Week are reminded that hotel accommodation is becoming increasingly difficult to reserve and if they have not already made the necessary arrangements they are recommended to get in touch with Travel Consortium Ltd., 117-119 Regent Street, London, W.1 (Tel. 01-734 2673).
A comprehensive supplement to the Export Service Bulletin is available giving market information and prospects for over 30 different groups of consumer goods. Lists of those shops interested in buying British goods are also available. Manufacturers seeking these and any other information about the Week are advised to contact either Mr. H. S. L. Tottenham, BNEC-Export Council for Europe, 6-14 Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121) or the Board of Trade as below.
The address of the British Week Office is: British Week Office, Kaptensgatan 3/5, 114 57 Stockholm, Sweden (Tel. 63 03 15, Telex 1659 a/b Britweek Sth). Director: Mr. Anthony H. Vine.
(Miss M. M. Wood, Ext. 3042)

New Britain, Connecticut: DAVIDSON AND LEVENTHAL – September 30-October 12, 1968
Four branches of this store will promote British clothing and accessories, jewellery, toiletries and soft furnishings with goods from other countries. No London buying house is known for this store, but interested manufacturers are advised to contact Mr. P. Davidson, vice-president and merchandise manager, Davidson & Leventhal, 201 Main Street, New Britain, Connecticut 06051.
(Mr. D. R. Cork, Ext. 2760)

Paris: AU PRINTEMPS MAJOR STORE PROMOTION – September 1968
Au Printemps will hold a promotion of British period furniture, furnishings, silverware and china at their Boulevard Haussmann store in Paris this autumn. It will open on September 10 and last one month.
A general promotion of British consumer goods will also be held in 27 provincial branches from September 9-30. Goods in which the store are primarily interested include furniture, household goods, giftware, glassware, toys, knitwear, men's and women's clothing and foodstuffs.
British firms interested in supplying any of the above categories of goods should contact Mr. R. Pegna, Portman (Wholesale and Overseas) Ltd., 40 Duke Street, London, W.1 (Tel. 01-828 8805).
(Mr. P. Holmes, 01-828 1288, Ext. 7249)

Pittsburg: KAUFMAN'S – October 7-26, 1968
This promotion will highlight good quality consumer goods from Britain and other countries. The London Buying House for this store is R. H. Macy and Co. Inc., 52/53 Conduit Street, London, W.1. (Tel. 01-734 4583).
(Mr. D. R. Cork, Ext. 2760)

Denver, Colorado: NEUSTETERS – October 7-November 2, 1968
This store will feature British men's and boys' clothing, furnishings, shoes, hats, etc. Interested manufacturers should contact Gimbel Brothers, Berkeley Square House, Berkeley Square, London, W.1 (Tel. 01-629 3031), the store's London Buying House.
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Lille: BRITISH SHOPPING WEEK – October 11-19, 1968
The British Shopping Week in Lille will be the biggest of the minor Weeks in France to follow from the major British Week held in Lyons in October 1966. A Commercial Sub-Committee and a Programme Sub-Committee have been formed, and so far the indications are that about 200 shops will be taking part in the Week, including four department stores.
Although the programme of supporting events is not yet complete, it is hoped to include many of the popular features of major British Weeks. The programme will include a window-dressing competition organized by the British Chamber of Commerce in France. British manufacturers seeking further information about the competition or the Chamber of Commerce are invited to contact Mr. Harry Start, president of the British Chamber of Commerce France, 6 rue Halevy, Paris 9e. Tel. 073.49.21.
The Export Council for Europe has sent a circular to over 7,000 firms about the Week. Classified lists of those shops interested in buying British goods are available, and manufacturers seeking these and any other information about the Week are advised to contact this Directorate.
(Mr. P. Holmes, 01-828 1288, Ext. 7249)

Belgium: BRITISH MENSWEAR GUILD PROMOTIONS IN BRUSSELS AND ANTWERP – October 11-26, 1968
These BMG promotions will take place in 15 shops in Brussels and five or six shops in Antwerp.

Akron, Ohio: THE M. O'NEIL CO. – October 14-26, 1968
Consumer goods from Britain with those of other countries will be featured at this event. The London Buying House for this store is R. H. Macy and Co. Inc., 52/53 Conduit Street, London, W.1 (Tel. 01-734 4583).
(Mr. D. R. Cork, Ext. 2760)

Dublin: ARNOTT AND CO. (DUBLIN) LTD. – October 14-26, 1968
The promotion will be called 'London Fortnight at Arnotts' and will be held at the main store in Henry Street and at the Grafton Street branch. The promotion will cover the full range of goods normally sold by a department store. Manufacturers wishing to offer their products should approach the retail manager or the appropriate buyer.
(Mr. P. S. E. Hooper, Ext. 2755)

Japan, Shinjuku, Tokyo: KEIO DEPARTMENT STORE COMPANY LIMITED – Mid-October 1968
This major promotion will emphasize Scottish goods. The London Buying House for the store is MAMA Eastern, Trafalgar House, Waterloo Place, London, S.W.1 (Tel. 01-930 0422).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Los Angeles: BROADWAY DEPARTMENT STORES – October 15-28, 1968
British consumer goods will be featured together with those of other countries in 23 branches in the Los Angeles/San Diego area. The London Buying House for the store is Gimbel Brothers, Berkeley Square House, Berkeley Square, London, W.1 (Tel. 01-629 3031).
(Mr. D. R. Cork, Ext. 2760)

Pittsburg, Pennsylvania: JOSEPH HORNE CO. – October 1968
This store will highlight British consumer goods and those of other countries in their annual import event. The store is represented in London by Associated Dry Goods (U.K.) Ltd., Elsley House, 24/30 Great Titchfield Street, London, W.1 (Tel. 01-636 5781).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Phœnix, Arizona: GOLDWATERS – October 24-November 2, 1968
This British promotion will feature menswear.
The London Buying House is Associated Dry Goods (UK) Ltd., Elsley House, 24/30 Great Titchfield Street, London, S.W.1.
(Mr. R. A. Hillier, Tel. 01-828 1288, Ext. 7240)

USA: CITY STORES GROUP – Autumn 1968
(a) Louisville, Kentucky: Kaufman Straus Co. – September 29-October 6, 1968,
(b) Fort Wayne, Indiana: Wolf & Dessauer – Autumn 1968,
(c) Memphis, Tennessee: Lowensteins – October 13-19, 1968.
These three stores will feature British consumer goods together with those of other countries. They are represented in London by Metasco Inc., 161/167 Oxford Street, London, W.1 (Tel. 01-437 3301).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Baltimore, Maryland: HOCHSCHILD KOHN AND CO. – November 4-17, 1968
An international promotion at which British and other countries' merchandise will be featured. The London Buying House for the store is O. Zeigler Ltd., 27 Albemarle Street, London, W.1 (Tel. 01-629 1362).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

New Orleans: MAISON BLANCHE – November 10-16, 1968
This British Promotion will feature men's clothing, men's furnishings, men's sportswear and men's accessories. The London Buying House is Metasco Inc., 161/170 Oxford Street, London, W.1.
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Tokyo: ISETAN CO. LTD. – November 12-20, 1968
This British promotion will feature foodstuffs, alcoholic beverages, carpets, kerosene heaters, clothing, smokers' requisites, textile fabrics and toys. The stores London Buying House is Dean Warburg Ltd., 81 New Bond Street, London, W.1 (Tel. 01-493 9636).
(Mr. R. A. Hillier, Tel. 01-828 1288, Ext. 7240)

A special fashion promotion mounted by Shubette of London was one of the attractions of the recent British Shopping Week in Esbjerg, Denmark. Mr. Hector McNeil, chairman of BNEC Export Council for Europe, reported on June 12 that during the Shopping Week sales of British goods were up as much as 40 per cent on normal in some categories.

1969

Melbourne: BUCKLEY AND NUNN LTD. – March 1969
British clothing, carpets, cutlery, china and glassware will be featured in this promotion. Interested manufacturers should contact the store's London Office, Buckley & Nunn Ltd., 14/16 Margaret Street, London, S.W.1 (Tel. 01-636 3001).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Tokyo: MAJOR BRITISH WEEK – September 26-October 5, 1969
Formal announcement of this British Week was made by the British Ambassador Sir John Pilcher and Mr. Michael Montague, chairman of the BNEC Asia Committee at an inaugural conference in Tokyo on January 23.
A British Week Office has been set up in that city, and the first round of shop visits has commenced. The Week is being organized by the Board of Trade in association with the British National Export Council's Asia Committee, and manufacturers seeking information should contact either Mr. I. Trevor, BNEC Asia Committee, British National Export Council, 6-14 Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121), or the Board of Trade as below.
The address of the British Week Office is: British Week Office of the British Embassy, Room 326, Nikkatsu International Building, 1 Yuraku-Cho-1-Chome, Chiyoda-ku, Tokyo, Japan (Tel. 213-8151/5, Telex TK 4653). Director: Mr. Ben Thorne, MBE.
(Mr. A. H. Divers, Ext. 3373)

Paris: BRITISH PROMOTION IN CHAMPS-ELYSEES – Ocober 9-18, 1969
Preliminary notice is given of a proposal by the Groupement du Commerce des Champs-Elysees to hold a British promotion from October 9-18, 1969. No other national promotion has ever been held in the Champs-Elysees, and it is expected that opportunities will exist for a wide range of British consumer goods.
An Executive Committee has been formed which hopes to include some of the popular attractions of a major British Week in its programme of supporting events.
Manufacturers seeking details of outlets in the Champs-Elysees are advised at this stage to contact either Mr. Harry Start, President of the British Chamber of Commerce in France, 9 rue Halevy, Paris 9e (Tel. 073.49.21), or the Commercial Department of the British Embassy, 35 rue du Faubourg, St. Honore, Paris 8e (Tel. 265.2710).
(Mr. P. Holmes, 01-828 1288, Ext. 7249)

Vienna: MAJOR BRITISH WEEK – October 10-18, 1969
This will be the eighth major British Week held in Europe and the third held in an EFTA country. A British Week Office has already been established by the Board of Trade in Vienna, with Mr. S. John Peskett, OBE, as Director, and a preliminary survey shows that there are approximately 2,000 shops in the selected 'target area'. Those United Kingdom manufacturers who are interested in this market and wish to establish agencies in Austria should lose no time in asking the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, for assistance. The BNEC Export Council for Europe will be preparing a guide containing information about the Vienna market, which is expected to be ready in June. Firms interested in receiving this should write to Mr. P. L. Stubbs, BNEC Export Council for Europe, 6-14 Dean Farrar Street, London, S.W.1.
The address of the British Week Office is: British Week Office, Himmelpfortgasse 20/1/2, 1010-Vienna, Austria (Tel. 52 91 70 *or* 52 91 83, Telex 01 3230 a/b BRITWK A). Director: Mr. S. John Peskett, OBE.
For advice on overseas publicity contact Board of Trade Information Division, Room 213, Kingsgate House, 62-74 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2842, *or* 01-828 1288, Ext. 7244).
(Mr. P. K. Gluenebault, Ext. 3449)

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below

Northern Region
Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. 0632 27575. Telex No. 53178.)
R. Wood.
Sub-Office for Cumberland and Westmorland: Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)
J. Gardiner

Yorkshire and Humberside Region
City House, New Station Street, Leeds, 1. (Tel. 0532 38232. Telex No. 55472.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 6271. Telex No. 25991.)
F. Lacey.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355. Telex No. 25991.)
P. B. Hunt.

South Western Region
The Pithay, Bristol 1. (Tel. 0272 21071. Telex 44214.)
L. I. Macbeth.

Wales
Government Buildings, Gabalfa, Cardiff, CF4 4YL. (Tel. 0222 62151. Telex No. 49267.)
I. Gray.
North Wales District Office, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. 0492 44261.)
J. W. Lewis.

Midland Region
Five Ways House, Islington Row, Birmingham, 15. (Tel. 021-643 8221. Telex No. 33702.)
J. F. Jardine.

North Western Region
Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. 061. CEN 2171. Telex No. 66104.)
N. S. Belam.

Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. 041. CIT 2855. Telex No. 77583.)
P. J. L. Homan.
District Office: 29a High Street, Inverness. (Tel. 0463 30867.)
R. Forsyth.

Northern Ireland
Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY. (Tel. 0232 34488. Telex No. 74578.)
H. E. Jones, C.B.E.

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SECTIONS II—IV

Trade Fairs and Exhibitions

The Board of Trade, Trade Fairs Branch, Broadway Buildings, 54 Broadway, London, S.W.1, will be pleased to answer general inquiries about events in Sections II-IV, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Information can also be provided about other events which, owing to space limitation, are not included in the lists. The telephone number of the Board of Trade is 01-222 7877, extensions:—

Eastern Europe including Eastern Germany	3558	*Finland, Norway, Denmark*	2398
Cologne, Dusseldorf, Offenbach, Wiesbaden	2569	*Malta, Netherlands Switzerland, Spain, Irish Republic*	3072
Other towns in West Germany	3557	*United States, Canada*	2788
Austria, Italy, Portugal	3072	*United Kingdom*	3008
France (Paris only) and Sweden	2783	*The rest of the world*	2496
Other towns in France, Belgium Luxembourg,			

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

SECTION II

European Trade Fairs and Exhibitions

1968 General

NAXXAR: MALTA TRADE FAIR – July 1-15
* Apply, General Retailers Union, 87 Old Mint Street, Valletta, Malta.

BILBAO: INTERNATIONAL SAMPLES FAIR – August 14-29
* Apply, Feria de Muestras Internacional de Bilbao, Tercio de Begona 2, Apartado 468, Bilbao.

MALMO: INTERNATIONAL TRADE FAIR (SKANEMASSAN) – August 16-25
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

IZMIR: INTERNATIONAL TRADE FAIR – August 20-September 20
Apply, J. S. Rogers, British Chamber of Commerce of Turkey (Inc.), 69 Cannon Street, London, EC4 (Tel. City 4444).

MESSINA: INTERNATIONAL TRADE FAIR - August
* Apply, Ente Autonomo Fiera di Messina, Via Liberta, Messina.

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – September 1-4
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

LEIPZIG: INTERNATIONAL AUTUMN FAIR—September 1-8
Apply, Leipzig Fair Agency in Great Britain, 19 Dover Street, London, W1 (Tel. Hyde Park 3111/2).

SALONIKA: INTERNATIONAL TRADE FAIR – September 1-22
* Apply, Foire International de Thessalonika, Salonika, Greece.

STOCKHOLM: ST. ERIK'S INTERNATIONAL FAIR – September 4-15
* Apply, Marketing Exhibitions Ltd., 48 West Side, London, S.W.18 (Tel. 01-874 2325/6/7).

STRASBOURG: INTERNATIONAL TRADE FAIR – September 5-16
* Apply, M. le President, 9 rue Brûlée, Strasbourg.

UTRECHT: INTERNATIONAL AUTUMN FAIR—September 8-13
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

VIENNA: INTERNATIONAL AUTUMN TRADE FAIR – September 8-15
* Apply, Office of The Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 (Tel. Knightsbridge 6938).

BRNO: INTERNATIONAL TRADE FAIR—September 8-17
* Apply, Fairs & Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. Regent 0855).

BARI: INTERNATIONAL LEVANT FAIR – September 10-23
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

ZAGREB: INTERNATIONAL AUTUMN FAIR – September 12-22
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

BOLZANO: INTERNATIONAL SAMPLES FAIR – September 14-24
* Apply, Fiera Campionaria Internazionale di Bolzano, C.P. 297, Bolzano.

LIEGE: INTERNATIONAL AUTUMN COMMERCIAL FAIR – September 14-29
* Apply, Belgium House, 167 Regent Street, London, W1 (Tel. Regent 1491).

HELSINKI: INTERNATIONAL TRADE FAIR – September 19-29
* Apply, The Finnish Fair Corporation, Helsinki, 25.

MARSEILLES: INTERNATIONAL FAIR – September 19-30
* Apply, Butler's Advertising Service Ltd., Fenwick House, 292 High Holborn, London, WC1 (Tel. Chancery 4224/5).

PLOVDIV: XXIV INTERNATIONAL FAIR – September 22-October 1
* Apply, Mr. R. I. Morgan (Tel. 01-222 7877, Ext. 2785).

METZ: INTERNATIONAL AUTUMN FAIR – October 2-13
* Apply, Mrs. Muriel C. Black, London Office of the Metz Fair, 68 Queen Street, London, EC4 (Tel. Central 9431).

ZARAGOZA: NATIONAL SAMPLES FAIR – October 2-15
* Apply, Camara Oficial de Comercio e Industria, Jaine 1-18, Zaragoza.

COPENHAGEN: INTERNATIONAL TRADE FAIR – October 18-27
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

1968 Specialized

Agriculture, Forestry, Fishing and Agricultural Machinery

LENINGRAD: MODERN MACHINERY AND EQUIPMENT OF FISH AND SEA PRODUCTS CATCHING AND PROCESSING (INRYBPROM '68) – August 6-20
Apply, Mr. R. I. Morgan (Tel. 01-222 7877, Ext. 2785).

ST. GALLEN: AGRICULTURAL AND DAIRY SHOW – (OLMA) – October 10-20
* Apply, Swiss Embassy, 18 Montagu Place, Bryanston Square, London, W1 (Tel. Paddington 0701).

PARIS: INTERNATIONAL DAIRY EQUIPMENT EXHIBITION – November 2-8
* Apply, M. Caron, 3 rue La Boetie, Paris 8e.

Books and Periodicals

FRANKFURT: INTERNATIONAL BOOK FAIR – September 19-24
* Apply, Ausstellungs und Messe GmbH des Börsenvereins des Deutschen Buchhandels e.V., 6 Frankfurt-am-Main, Kleiner Hirschgraben 10-12.

EXHIBITIONS

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International Packaging Exhibition (Pakex)
The International Television and Radio Show
International Watch and Jewellery Trade Fair
i Industrialised Building Systems and Components Exhibition (Ibsac)
The Soviet Exhibition
Engineering Materials and Design International Exhibition and Conference
Fashion in Footwear Exhibition
Northern Floor Coverings Fair
Northern Watch and Jewellery Trade Fair
Industrial Photographic and Television Exhibition

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International Chemical and Petroleum Engineering Exhibition
International Laundry, Dry Cleaning and Allied Trades' Exhibition
ii International Printing Machinery and Allied Trades Exhibition (Ipex)
iii The International Furniture Show
International Coin-Operated Laundry, Dry Cleaning and Allied Trades Exhibition

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Industrial Equipment and Services Exhibition
Irish Materials Handling Exhibition
Irish Packaging Exhibition
Liverpool 'Brighter Homes and Do-it-Yourself' Exhibition
Manchester Brighter Homes Exhibition
Northern Reprographic Exhibition

SCOTTISH TRADES' MARKETS & EXHIBITIONS LTD.

Scotland's Food Exhibition

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International Bakers and Confectioners Exhibition (Interbake 69)
International Brewing, Bottling and Allied Trades Exhibition (Brewex)
International Dairy Engineering and Food Machinery Exhibition
iv International Hotel and Catering Exhibition (Hotelympia)
The Northern Bakers' and Confectioners' Exhibition

INDUSTRIAL & TRADE FAIRS (IRELAND) LTD.

Irish International Food and Drink Fair

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International Trade Fair, Sydney
Australian Catering Trade Fair, Sydney
Mechanical and Materials Handling Exhibition and Conference, Sydney
Chemical Petroleum and Gas Industries Exhibition, Sydney
Machine Tool Exhibition, Sydney
International Container Services and Equipment Exhibition

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1954 British Trade Fair, Baghdad
1955 British Exhibition, Copenhagen
1957 British Trade Fair and Exhibition, Helsinki
1958 British Industry Pavilion at Universal and International Exhibition, Brussels
1959 British Trade Fair, Lisbon
1960 British Exhibition, New York
1961 British Trade Fair, Moscow
1962 British Exhibition and British Fortnight, Stockholm
1963 British Industrial Fair and British Fortnight, Zurich
1964 British Industrial Fair, Barcelona
British Industrial Exhibition, Peking
British Exhibition and British Fortnight, Sydney
1965 British Exhibition, Tokyo
British Pavilion, International Exhibition 'Chemistry in Industry Construction and Agriculture', Moscow
1966 British Trade Fair and British Fortnight, Oslo
British Industrial Exhibition, Moscow
British Industrial Exhibition, Mexico City
1967 British Industrial Fair, Production Show '67, Toronto
British Pavilion, British Columbia International Trade Fair, Vancouver

All exhibitions are run in close co-operation with the trade association or group of trade associations most directly concerned with the industry for which they provide a market place.

i These exhibitions are promoted by joint companies formed with trade associations, in which the majority shareholding is held by the associations, and are organised by a subsidiary of Industrial and Trade Fairs Holdings Ltd.

ii Organised by F. W. Bridges & Sons Ltd. and promoted by The Association of British Manufacturers of Printers' Machinery Proprietary Ltd.

iii Organised for B.F.M. Exhibitions Ltd. by F. W. Bridges & Sons Ltd.

iv Organised for The Hotel & Catering Exhibition (London) Ltd. by The Trades' Markets & Exhibitions Ltd.

CONTACT ITF ANYWHERE IN THE WORLD

CURRENT EXHIBITIONS CALENDAR

1968

Mechanical and Materials Handling Exhibition and Conference
July 8 - 12 Sydney, Australia.

The Soviet Exhibition
August 6 - 24 Earls Court, London.

London International Food and Drink Fair
September 5 - 14 Olympia, London.

Northern Floor Coverings Fair
September 10 - 13
The Exhibition Centre, Harrogate.

Industrial Equipment and Services Exhibition
September 16 - 21 City Hall, Manchester.

Irish Packaging Exhibition
September 23 - 27
Royal Dublin Society, Dublin.

Chemical Petroleum and Gas Industries Exhibition
October 7 - 11 Sydney, Australia.

Building Trades Exhibition
October 8 - 19 City Hall, Manchester.

British Industrial Exhibition Bucharest
October 17 - 27
Exhibition Centre, Piata Scinteii, Bucharest.

'Do-it-Yourself' Exhibition
November 5 - 16 City Hall, Manchester.

Engineering Materials and Design International Exhibition and Conference
December 2 - 6 Olympia, London.

1969

The 1969 International Furniture Show (Interfurn 69)
January 27 - February 8 Earls Court, London.

Imbex 69
International Men's & Boys' Wear Exhibition
February 24 - 28 Earls Court, London.

Carpex 69
International Carpet, Linoleum & Floor Coverings Fair
February 24 - 28 Earls Court, London.

British Industrial Exhibition, Sao Paulo
March 5 - 16
Ibirapuera Park, Sao Paulo, Brazil.

Brighter Homes Exhibition
March 11 - 29 City Hall, Manchester.

International Coin-Operated Laundry, Dry Cleaning and Allied Trades Exhibition - Coin-Op Ex 69
April 21 - 26 Earls Court, London.

London International Engineering and Marine Exhibition, and the International Welding Exhibition
April 22 - 30 Olympia, London.

The International Chemical and Petroleum Engineering Exhibition
April 22 - 30 Earls Court, London.

Scotland's Food Exhibition
May 11 - 22 Waverley Market, Edinburgh.

The Preservation & Packaging of Food Exhibition & Congress
June 23 - 27 The Exhibition & Conference Centre, Harrogate.

International Container Services and Equipment Exhibition
June 23 - 27 Melbourne, Australia.

Irish International Food and Drink Fair
August 30 - September 7
Royal Dublin Society, Dublin.

International Bakers and Confectioners Exhibition (Interbake 69)
September 6 - 11 Olympia, London.

Food, Cookery and Catering Exhibition
September 9 - 20 City Hall, Manchester.

International Watch and Jewellery Trade Fair
September 15 - 19 Earls Court, London.

International Trade Fair 1969
October 16 - 25 Sydney, Australia.

1970

International Hotel and Catering Exhibition (Hotelympia)
January, Olympia, London.

Northern Reprographic Exhibition
May 18 - 22 City Hall, Manchester.

Pakex 70
International Packaging Exhibition
June 22 - 26 Olympia, London.

1971

Ipex 71
International Printing Machinery and Allied Trades Exhibition
July 13 - 24
Earls Court and Olympia, London.

Machine Tool Exhibition
October 14 - 23 Sydney, Australia.

Representatives of the Group may be contacted through:

ARGENTINE
THE BRITISH CHAMBER OF COMMERCE Buenos Aires

AUSTRALIA
THE MELBOURNE CHAMBER OF COMMERCE Melbourne
ADELAIDE CHAMBER OF COMMERCE Adelaide
HOBART CHAMBER OF COMMERCE Hobart

BELGIUM & LUXEMBOURG
M. Georges Bouhon, 92 Avenue de Tervueren, Brussels

BRAZIL
THE BRITISH CHAMBER OF COMMERCE Rio de Janeiro
THE BRITISH AND COMMONWEALTH CHAMBER OF COMMERCE Sao Paulo

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BRITISH-SWEDISH CHAMBER OF COMMERCE Stockholm

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BRITISH-AMERICAN CHAMBER OF COMMERCE Los Angeles
BRITISH-AMERICAN CHAMBER OF COMMERCE AND TRADE CENTRE San Francisco
BRITISH-AMERICAN CHAMBER OF COMMERCE OF THE MIDWEST Chicago

VENEZUELA
ASOCIACION VENEZOLANO BRITANICA DE COMERCIO Caracas

AMSTERDAM: 3RD INTERNATIONAL ANTIQUARIAN BOOK FAIR – October 3-5
Apply, Messrs. A. L. Van Gendt, Messrs. Hertzberger & Co., Keizersgracht 610, Amsterdam C.

Building, Public Works and Constructional Equipment

MALMO: 50TH INTERNATIONAL SKANEMASSAN (BYGG-MA II) – SPECIAL FAIR FOR THE BUILDING INDUSTRY – August 16-25
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

BOLOGNA: INTERNATIONAL BUILDING INDUSTRIALISATION EXHIBITION – October 5-13
Apply, The Building Exhibition, 11 Manchester Square, London, W1 (Tel. Hunter 1951).

ESSEN: GERMAN BUILDING EXHIBITION (DEUBAU) – October 19-27
* Apply, Gemeinnützige Ausstellungs GmbH, 43 Essen, Norbertstrasse 2.

Chemicals and Allied Industries including Plastics

COPENHAGEN: INTERNATIONAL CHEMICO TECHNICAL PROCESS EQUIPMENT FAIR (KEM-TEK) – August 16-22
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

BASLE: INTERNATIONAL EXHIBITION OF LABORATORY, MEASUREMENT AND CHEMICAL ENGINEERING, AUTOMATION TECHNIQUES IN CHEMISTRY (ILMAC) – September 9-14
† Apply, Secretariat, ILMAC, 4000 Basle 21.

ESSEN: INTERNATIONAL DRUGGISTS' EXHIBITION (INDROFA) – September 19-23
† Apply, Gemeinnützige Ausstellungs GmbH, 43 Essen, Norbertstrasse 2.

MILAN: INTERNATIONAL PLASTICS EXHIBITION (PLAST 68) – October 5-13
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

BARCELONA: TECHNICAL FAIR FOR APPLIED CHEMISTRY (EXPOQUIMIA 68) – December 6-15
Apply, Avenida de M. Cristina, Place No. 1, Barcelona.

Clothing

COLOGNE: INTERNATIONAL MEN'S FASHION WEEK – August 23-25
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

BERLIN: FASHION WEEK – September 2-12
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

COPENHAGEN: FASHION WEEK – September 15-18
Apply, Moderingen, V. Voldgade 115, Copenhagen V.

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September 15-18
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

COLOGNE: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS, UNDERWEAR AND SWIMWEAR – September 19-22
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

MUNICH: FASHION WEEK – October 6-10
* Apply, Mode Woche München GmbH, 8 München 90, Brecherspitzstrasse 7.

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – October 11-13
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

VIENNA: LADIES FASHION SHOW – October 13-16
* Apply, Fachverband der Bekleidungsindustrie Osterreichs, Schwarzenbergplatz 4, 1030 Vienna 3.

AMSTERDAM: INTERNATIONAL CLOTHING AND TEXTILE FAIR (INTERCONTEX) – October 13-16
* Apply, RAI Gebouw N.V., 8 Europaplein, Amsterdam.

BERLIN: FASHION WEEK – October 14-25
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October 27-31
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – November 9-14
* Apply, Salon International du Pret-A-Porter Feminin, 23 Rue Notre-Dame-Des-Victoires, Paris, 2e.

WIESBADEN: INTERNATIONAL MILLINERY FAIR (INTERHUT) – December 1-3
* Apply, Internationalen Hutfachmesse für Grossisten, 6 Frankfurt-am-Main, Kaiserstrasse 64.

Engineering, Electrical and Electronic, including Radio and Television

DÜSSELDORF: INTERNATIONAL HI-FI EXHIBITION – August 30-September 3
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

ROME: 4TH EUROPEAN REGIONAL CONFERENCE AND EXHIBITION ON ELECTRON MICROSCOPY – September 1-7
Apply, Instituto Superiore di Sanita, Viale Regina Elena, 29900161, Rome.

COPENHAGEN: INTERNATIONAL ELECTRONICS AUTOMATION AND INSTRUMENTS EXHIBITION – September 27-October 4
Apply, Sekretariat, Julius Thomsens Plads 1, Copenhagen V.

AMSTERDAM: INTERNATIONAL ELECTRONIC COMPONENTS EXHIBITION (FIAREX) – October 28-November 1
* Apply, Secretariat, FIAREX – Organisatie, Minervalaan 82, Amsterdam.

LJUBLJANA: 15TH INTERNATIONAL EXHIBITION OF ELECTRONICS, TELECOMMUNICATIONS, AUTOMATION AND NUCLEONICS – October
* Apply, Arpent, Corringales, Hatfield Heath, Bishop's Stortford, Herts (Tel. Hatfield Heath 315).

OSLO: AUTOMATICA – November 5-12
Apply, Norwegian Industries Development Association, Forskningsveien 1 Oslo 3, Norway.

MUNICH: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS AND RELATED MEASURING AND PRODUCTION EQUIPMENT (ELECTRONICA) – November 7-13
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

Engineering, Other

TURIN: INTERNATIONAL TECHNICAL EXHIBITION – September 20-October 2
* Apply, Salone Internazionale della Technica, Corso Massimo d'Azeglio 15, Turin.

CHARLEROI: INTERNATIONAL TECHNICAL AND INDUSTRIAL EXHIBITION – September 21-29
Apply, Secretariat, Palais des Expositions, Charleroi.

COPENHAGEN: INTERNATIONAL TECHNICAL FAIR (ITEM '68) – September 24-29
Apply, Udstillingsselskabet UFESAS, Ryvangs Alle 20, Copenhagen Ø.

STOCKHOLM: TECHNICAL FAIR – October 4-10
* Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

PADUA: INTERNATIONAL EXHIBITION OF MECHANICAL HANDLING AND STORAGE (TRAMAG) – October 10-15
* Apply, Fiera di Padova, TRAMAG, Via N. Tommaseo, Padua, Italy.

ZURICH: INTERNATIONAL EXHIBITION FOR OIL HYDRAULICS AND PNEUMATICS – October 31-November 5
* Apply, Trade & Technical Press Ltd., Crown House, Morden, Surrey (Tel. Cherrywood 3897).

Fancy Goods, Jewellery and Giftware

WIESBADEN: INTERNATIONAL SOUVENIR AND GIFT FAIR – October 12-14
* Apply, Bundesverband der Reiseandenken-Branche, 6208 Bad Schwalbach, Grebertstrasse 8.

Foodstuffs, Food Machinery, Hotel and Catering Equipment

HAMBURG: INTERNATIONAL FOOD AND DELICATESSEN EXHIBITION (LEFA) – August 16-25
Apply, Planten Un Blomen, Ausstellungspark der Freien und Hansestadt Hamburg, 2 Hamburg 36, Am Dammtor.

MUNICH: INTERNATIONAL EXHIBITION OF GROCERIES AND HIGH CLASS PROVISIONS (IKOFA) – September 21-29
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

PARMA: INTERNATIONAL EXHIBITION OF PRESERVED FOODS AND PACKAGING – September 21-29
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. Regent 2411).

BRUSSELS: FOOD AND HOME EXHIBITION (ARTS MENAGERS) – October 5-20
* Apply, SIMPA, 29/31 Boulevard du Jardin Botanique, Brussels 1.

PARIS: INTERNATIONAL HOTEL AND CATERING EQUIPMENT EXHIBITION (EQUIP'HOTEL) – October 10-21
* Apply, M. Willard, 13 rue de Liege, Paris 9e.

MONTPELLIER: INTERNATIONAL WINE FAIR – October 12-23
* Apply, M. le President, Place du Polygone, Montpellier (Herault).

UTRECHT: INTERNATIONAL FAIR FOR MACHINERY AND EQUIPMENT FOR CHEMICALS, FOODSTUFFS AND FOOD AND DRINK INDUSTRIES (MACHEVO) – October 16-23
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

PARIS: INTERNATIONAL FOOD EQUIPMENT INDUSTRIES EXHIBITION (MATERAL) – October 27-November 4
† Apply, Salon International de l'Equipement des Industries de l'Alimentation, 42 rue du Louvre, Paris 1er.

PARIS: INTERNATIONAL FOOD EXHIBITION (SIAL) – October 27-November 4
† Apply, SOPEXA, 24 Rutland Gate, London, SW7 (Tel. Kensington 9252).

PARIS: INTERNATIONAL EXHIBITION FOR MATERIALS, TECHNIQUES AND WHOLESALE TRADE FOR MEAT INDUSTRY (MATIC) – October 27-November 4
† Apply, MATIC, 48 rue de la Bienfaisance, Paris 8e.

DIJON: FOOD, WINES AND GASTRONOMY EXHIBITION – October 30-November 11
* Apply, M. le President, Palais des Expositions, Boulevard de Champagne, Dijon.

BERLIN: GERMAN RESTAURANT, CATERING AND FOOD EXHIBITION – November 1-10
† Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

PARIS: INTERNATIONAL EXHIBITION FOR THE MALT AND BEER INDUSTRIES – November 2-8
† Apply, M. Caron, 3 rue la Boetie, Paris 8e.

BARCELONA: VIII HOGAROTEL – November 9-24
Apply, HOGAROTEL, Avenue Maria Cristina, Barcelona.

COPENHAGEN: INTERNATIONAL FOOD FAIR – November 15-24
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

GOTHENBURG: 'CHARKUTERI 68' (EXHIBITION FOR MEAT PROCESSING ETC.) – November 19-24
Apply, Scandinexpo AB, Stampgaten 38, Gothenburg C.

Footwear

ELDA: THE 7TH INTERNATIONAL FOOTWEAR AND ALLIED INDUSTRIES SAMPLES FAIR – September 13-20
Apply, Feria International Del Calzado Y Industrias Afines, Elda, Alicante, Spain.

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – September 21-23
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

Furniture, Furnishings, Household Equipment and Hardware

BASLE: INTERNATIONAL HARDWARE EXHIBITION (INTERFEREX) – September 1-3
† Apply, Dennis G. Love, Esq., International Marketing Advertising Design Group, 18 Swakeleys Drive, Ickenham, Middlesex (Tel. Uxbridge 34891).

MILAN: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE EXHIBITION (MACEF) – September 6-10
* Apply, Secretaria Generale della MACEF, Via Solferino 25, Milan.

UTRECHT: INTER DECOR EXHIBITION – September 8-13
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 13-15
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

LYONS: INTERNATIONAL FURNITURE AND FURNISHINGS ACCESSORIES EXHIBITION (MEUROPAM AND PROMEUROPAM) – October 5-8
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

OSLO: TODAY'S HOUSEKEEPING EXHIBITION – October 10-20
Apply, The Association of Grocery Retailers, Oslo 1.

VALENCIA: VI SPANISH FURNITURE AND INTERNATIONAL WOOD WORKING MACHINERY FAIR – October 12-21
Apply, Feria Espanola del Meuble e Internacional de Maquinaria para la Madera, Llano del Real 2, Apartado 476, Valencia.

BRUSSELS: INTERNATIONAL HARDWARE EXHIBITION – October 23-27
* Apply, Salon International de la Quincaillerie, 14 rue Duquesnoy, Brussels 1.

GENEVA: IDEAL HOME EXHIBITION (ARTS MENAGERS) – October 23-November 3
* Apply, Secretariat, Salon des Arts Menagers, 18 Quai de l'Ecole de Medicine, 1211 Geneva 4.

LILLE: HOME COMFORT AND CHILDREN EXHIBITION – October 31-November 11
* Apply, Commissaire General, Palais de la Foire, Lille.

Looking round the British stands at the Luxembourg International Fair, left to right: HE Mr. Dugald Malcolm, HM Ambassador at Luxembourg; HRH the Grand Duchess of Luxembourg; HRH the Grand Duke of Luxembourg; and Monsieur Georges Thorn-Preud'homme, president of the fair (hidden).

Handicrafts

HERNING: CRAFTS AND INDUSTRIES FAIR "HI-68" – September 7-15
* Apply, A/S Herning Hallen, Herning, Denmark.

PARIS: DO-IT-YOURSELF EXHIBITION – November 9-18
* Apply, Salon du Bricolage, 42 rue du Louvre, Paris 1er.

Heating and Ventilating

BRUSSELS: INTERNATIONAL HEATING, VENTILATING AND AIR CONDITIONING EXHIBITION – September 7-15
* Apply, The Building Exhibition, 11 Manchester Square, London, W1 (Tel. Hunter 1951).

Hospital, Medical, Surgical and Dental Equipment

COLOGNE: INTERNATIONAL DENTAL EXHIBITION – August 27-September 1
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

HELSINKI: PHYSICIANS DAYS – November 10-16
Apply, Mr. A. G. Pearson (Ext. 2398).

Laundry and Allied Services

AMSTERDAM: INTERNATIONAL CLEANING AND MAINTENANCE EXHIBITION – November 25-28
Apply, RAI Gebouw N.V., 8 Europaplien, Amsterdam, Holland.

Leather, Leather Goods and Fur

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – August 31-September 4
* Apply, Offenbacher Messe GmbH, 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

PARIS: INTERNATIONAL LEATHER WEEK (SEMAINE DU CUIR) – September 12-17
* Apply, Conseil National du Cuir, 2 rue Edouard VII, Paris 9e.

BRUSSELS: INTERNATIONAL LEATHER AND SHOE SHOW – September 7-9
* Apply, Secretariat de l'Institut National du Commerce, Lange Kruis Straat 7, Ghent.

Motor Vehicles, Motor Cycles and Cycles

COLOGNE: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION (IFMA) September 6-10
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

PARIS: INTERNATIONAL MOTOR, CYCLE AND MOTORCYCLE EXHIBITION – October 3-13
* Apply, Comissaire General, 3 avenue du President Wilson, Paris 16e.

TURIN: INTERNATIONAL MOTOR SHOW – October 30-November 10
Apply, Comitato Organizzatore, Salone Internazionale dell Automobile, Corso Galileo Ferraris 61, Turin.

Office Machinery and Equipment

PARIS: INTERNATIONAL BUSINESS MACHINES AND OFFICE EQUIPMENT EXHIBITION (SICOB) – September 26-October 5
* Apply, Salon de l'Equipement de Bureau, 6 place de Valois, Paris 1er.

MILAN: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT EXHIBITION (SMAU) – September 27-October 5
* Apply, Associazione Nazionale Commercianti in Macchine e Forniture per Ufficio, Piazza Belgioloso 1, Milan.

HELSINKI: EXHIBITION OF OFFICE MANAGEMENT (TECHNIQUE '68) – October 22-27
Apply, The Finnish Fair Corporation, Helsinki 25.

Packaging Machinery and Materials including Containers

DUBLIN: IRISH PACKAGING EXHIBITION – September 23-27
Apply, F. Winter, Esq., General Manager, Irish Packaging Exhibition, City Hall, Deansgate, Manchester.

HAMBURG: INTERNATIONAL CONTAINER AND COMBINED TRANSPORT EXHIBITION – October 3-7
Apply, Planten un Blomen, Ausstellungs Park der Frein und Hansestadt Hamburg, 2 Hamburg 36, Am Dammtor.

GENOA: INTERNATIONAL CONTAINER EXHIBITION – October 19-27
Apply, Fiera Internazionale di Genova, Piazzale J. F. Kennedy, Genoa, Italy.

PARIS: INTERNATIONAL BOTTLING EQUIPMENT AND ALLIED INDUSTRIES EXHIBITION – November 2-8
† Apply, M. Caron, 3 rue La Boetie, Paris 8e.

PARIS: INTERNATIONAL PACKAGING EXHIBITION – November 24-30
† Apply, Salon de l'Emballage, 20 rue Carpeaux, 92 Puteaux (Seine).

Photographic Equipment

COLOGNE: PHOTOKINA WORLD FAIR OF PHOTOGRAPHY – September 28-October 6
† Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

Pottery, etc.

PARIS: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION (ARTS DU FEU) – September 6-11
Apply, Commissaire General, 32 rue de Paradis, Paris 10e.

Scientific Instruments and Nuclear Equipment

LAUSANNE: INTERNATIONAL EXHIBITION AND CONGRESS OF PHOTOGRAMMETRY – July 9-18
Apply, Dr. K. Bachmann, Ecole Polytechnique de l'Universite, Institutes de Photogrammetrie, Avenue de Cour 33, (1000) Lausanne.

BASLE: INTERNATIONAL EXHIBITION OF LABORATORY, MEASUREMENT AND AUTOMATION TECHNIQUES IN CHEMISTRY (ILMAC) – September 9-14
† Apply, Sekretariat, Ilmac, Basle 21.

DÜSSELDORF: INTERNATIONAL CONGRESS AND EXHIBITION OF INSTRUMENTATION AND AUTOMATION (INTERKAMA) – October 9-15
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

MILAN: INSTRUMENTATION AND AUTOMATION FAIR – November 20-26
† Apply, Federazione della Associazioni Scientifiche e Techniche (FAST) di Milano, P. le Morandi 2, Milan.

Ships and Boats

EL FERROL: VI FERIA NACIONAL DE LA INDUSTRIA NAVAL Y DE MUESTRAS DEL NOROESTE – July 13-28
Apply, Consorcio Pro-Ferias y Exposiciones de El Ferrol del Caudillo, Frutos Saavedra 158, Apartado 10.

HAUGESUND (NORWAY): THE NORTH SEA FAIR – July 31-August 8
Apply, Manager Erik Maeland, PO Box 261, Haugesund, Norway.

FRIEDRICHSHAFEN: INTERNATIONAL BOATING AND NAUTICAL SPORTS EXHIBITION (INTERBOOT) – October 4-12
* Apply, Internationale Bodensee-Messe GmbH, 7990 Friedrichshafen.

AMSTERDAM: INTERNATIONAL SHIPBUILDING, MARINE ENGINE AND PORT EQUIPMENT EXHIBITION (EUROPORT) – November 12-16
* Apply, Europort Exhibitions Ltd., 67/69 Chancery Lane, London, WC1 (Tel. Chancery 6561).

Sports Goods and Camping Equipment, including Caravans

PARIS: INTERNATIONAL OPEN AIR EQUIPMENT AND FISHING EXHIBITON – October 12-14
* Apply, M. Dayne, 15 rue de la Paix, Paris 2e.

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 20-22
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

Textiles and Textile Machinery

FRANKFURT: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – November 19-22
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

1969 General

FRANKFURT: INTERNATIONAL TRADE FAIR (SPRING) – February 23-27
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

LYONS: INTERNATIONAL TRADE FAIR – March 22-31
* Apply, Exhibitions and Trade Fairs (Overseas Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

CAGLIARI: SARDINIAN INTERNATIONAL SAMPLES FAIR – March
* Apply, The President, Fiera Internazionale della Sardegna, Quartiere Fieristico, Viale A. Diaz, Cagliari, Sardinia.

UTRECHT: INTERNATIONAL SPRING FAIR – April 10-19
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

VIENNA: INTERNATIONAL SPRING FAIR – March
Apply, Office of The Austrian Foriegn Trade Representative, 1 Hyde Park Gate, London, SW1 (Tel. Knightsbridge 6938).

HANOVER: HANOVER FAIR – April 26-May 4
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. Metropolitan 9711).

MILAN: INTERNATIONAL SAMPLES FAIR – April
* Apply, Dr. V. Schiazzano, 31 Old Burlington Street, London, W1 (Tel. Regent 2411).

GOTHENBURG: SWEDISH TRADE FAIR – May 9-18
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

PADUA: INTERNATIONAL SAMPLES FAIR – May-June
* Apply, Fairs and Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. Regent 0855).

PALERMO: INTERNATIONAL MEDITERRANEAN FAIR – May-June
* Apply, Fiera del Mediterraneo, Piazza Generale Cascino, Palermo, Sicily.

MALMO: INTERNATIONAL TRADE FAIR (SKANEMASSAN) – August 15-24
* Apply, Stiftelsen Skanemassen, Stadiongatan 25, Box 19015, Malmo 19, Sweden.

IZMIR: INTERNATIONAL TRADE FAIR – August 20-September 20
* Apply, J. S. Rogers, Esq., British Chamber of Commerce of Turkey (Inc), 69 Cannon Street, London, EC4 (Tel. City 4444).

STOCKHOLM: ST. ERIK'S FAIR – INTERNATIONAL CONSUMER GOODS – August-September
* Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

HELSINKI: INTERNATIONAL TRADE FAIR – September 19-28
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

BULGARIA: PLOVDIV INTERNATIONAL FAIR – September 21-30
Apply, Mr. R. I. Morgan, Board of Trade, Room 424, Broadway Buildings, London, SW1 (Tel. 01-222 7877, Ext. 2785).

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – September
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

UTRECHT: INTERNATIONAL AUTUMN FAIR – September
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

VIENNA: INTERNATIONAL AUTUMN TRADE FAIR – September
* Apply, Office of The Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 (Tel. Knightsbridge 6938).

1969 Specialized

Agriculture, Forestry, Fishing, Agricultural Machinery

BERLIN: INTERNATIONAL GREEN WEEK – January 24-February 2
* Apply, Berliner Ausstellungen, '1 Berlin 19, Messedamm 22.

STOCKHOLM: FORESTRY WEEK – February 22-26
Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

PARIS: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March
* Apply, Union des Exposants de Machines et d'Outillage Agricole, 95 rue St. Lazare, Paris 9e.

VERONA: INTERNATIONAL AGRICULTURAL FAIR – March
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

HELSINKI: INTERNATIONAL AGRICULTURAL AND HOUSEHOLD EXHIBITION (TEHO) – April 18-24
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. (Hunter 1951).

REGGIO EMILIA: INTERNATIONAL PIG SHOW – May
Apply, Chamber of Commerce, Industry and Agriculture, Piazza Della Liberta, Regio Emilia, Italy.

JONKOPING: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – May-June
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

FRANKFURT: INTERNATIONAL DAIRY ENGINEERING EXHIBITION – June 23-27
Apply, Deutsche Landwirtschafts – Gesellschaft, 6 Frankfurt-am-Main, Zimmerweg 16.

ANCONA: INTERNATIONAL FISHING AND NAUTICAL SPORTS FAIR – June-July
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. Regent 2411).

*COPENHAGEN: INTERNATIONAL AGRICULTURAL MACHINERY FAIR (AGRIMA) – November
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

Aircraft and Aeronautical Equipment

PARIS: INTERNATIONAL AERONAUTICS AND SPACE EXHIBITION – June
Apply, M. Maillet, 4-6 rue Galilee, Paris 16e.

BOLOGNA: INTERNATIONAL BOOK FAIR FOR CHILDREN AND YOUTH – April-May
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

FRANKFURT: INTERNATIONAL BOOK FAIR – September 19-24
* Apply, Ausstellungs und Messe GmbH des Börsenvereins des Deutschen Buchhandels e.V., 6 Frankfurt-am-Main, Kleiner Hirschgraben 10-12.

Building, Public Works and Construction Equipment

BRUSSELS: INTERNATIONAL BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BATIMENT) – March 9-16
* Apply, The Building Exhibition, 11 Manchester Square, London, W1 (Tel. Hunter 1951).

MUNICH: INTERNATIONAL EXHIBITION OF BUILDING MACHINERY (BAUMA) – March 1-9
† Apply, The Building Exhibition, 11 Manchester Square, London, W1 (Tel. Hunter 1951).

BASLE: INTERNATIONAL WATER, SEWAGE AND AIR PURIFICATION EXHIBITION (PRO AQUA) – May 29-June 4
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1, (Tel. Museum 9325).

MUNICH: INTERNATIONAL EXHIBITION OF SEWAGE ENGINEERING (IFAT) – September 8-14
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

BASLE: INTERNATIONAL SURFACE TREATMENT EXHIBITION – November 19-25
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

PARIS: INTERNATIONAL BUILDING EXHIBITION (BATIMAT) – November
† Apply, M. le Prince, 1 avenue Niel, Paris 17e.

Chemicals and Allied Industries including Plastics

OYONNAX: INTERNATIONAL EXHIBITION OF PLASTICS AND OPTICAL MATERIALS – May, 1969
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1.

NICE: INTERNATIONAL AEROSOL EXHIBITION (FEA) June 24-28
* Apply, Comité Francais des Aérosols, 32 rue de Paradis, Paris 10e.

GOTHENBURG: INTER NORDIC PLASTICS EXHIBITION – November 20-26
Apply, Scandinexpo AB, Stampgat., 38 Gothenburg C.

Clothing

MUNICH: FASHION WEEK – March 23-27
* Apply, Mode-Woche München GmbH, 8 München 90, Brecherspitzstrasse 7.

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – March
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

GOTHENBURG: CLOTHING MACHINERY AND ACCESSORIES EXHIBITION (TRI-KO-SOM-III) – April 12-25
Apply, Mr. Boos, Boras Masan AB, Gothenburg.

BERLIN: FASHION WEEK – April
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – April
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – April
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – April
* Apply, Salon International du Pret-a-Porter Feminin, 23 rue Notre-Dame-Des-Victoires, Paris 2e.

VIENNA: LADIES FASHION SHOW – April
* Apply, Fachverband der Bekleidungsindustrie Osterreichs, Schwarzenbergplatz 4,1030 Vienna 3.

COLOGNE: INTERNATIONAL MEN'S FASHION WEEK – August
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

COLOGNE: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS, UNDERWEAR AND SWIMWEAR – September
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, SW1 (Tel. Museum 9325).

MUNICH: FASHION WEEK – October 5-9
* Apply, Mode-Woche München GmbH, 8 München 90, Brecherspitzstrasse 7.

BERLIN: FASHION WEEK – October
Apply, Industrie und Handelskammer zu Berlin 12, Hardenbergstrasse 16-18.

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – October
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR-CLOTHING – November
* Apply, Salon International du Pret-a-Porter Feminin, 23 rue Notre-Dame-Des-Victoires, Paris 2e.

VIENNA: LADIES FASHION SHOW – November
* Apply, Fachverband de Bekleidungsindustrie Osterreichs, Schwarzenbergplatz 4,1030 Vienna 3.

Engineering, Electrical and Electronics, including Radio and Television

GOTHENBURG: SCANDINAVIAN LIGHTING FAIR – January
* Apply, Skandinavisk Belysningsmassa, Box 52, Markaryd, Sweden.

BASLE: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS (INEL) – March 4-8
* Apply, Sekretariat INEL '69, 4000 Basle 21.

PARIS: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS – April
* Apply, S.D.S.A., 16 rue de Presles, Paris 15e.

MOSCOW: EQUIPMENT FOR AUTOMATION OF PRODUCTION PROCESSES (AUTOMATION '69) – May 14-28
Apply, Mr. R. I. Morgan (Tel. 01-222 7877 Ext. 2785).

COPENHAGEN: RADIO AND TELEVISION EXHIBITION – August 22-31
Apply, Elektronikfabrikantforeningen i Denmark, Neils Hemmingsensgade 9, Copenhagen K.

AMSTERDAM: INTERNATIONAL RADIO AND TELEVISION EXHIBITION (FIRATO) – September
Apply, RAI Gebouw N.V., 8 Europaplein, Amsterdam.

STOCKHOLM: TECHNICAL FAIR – September-October
* Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

GOTHENBURG: ELECTROTECHNICAL EXHIBITION (ELFACK 69) – October 28-November 2
Apply, Svenska Massan, Gothenburg S.

COPENHAGEN: INTERNATIONAL TECHNICAL FAIR (ITEM 69) – October 31-November 9
* Apply, Udstillingsselskabet U.F.E.S.A.S., Ryvangs Alle 20, Copenhagen Ø.

Engineering, other

PARIS: INTERNATIONAL MATERIALS HANDLING EXHIBITION – May
† Apply, M. Ollive, 20 rue Carpeaux, 92 Puteaux (Seine).

ESSEN: WELDING AND CUTTING FAIR – September 20-28
Apply, Gemeinnützige Ausstellungs GmbH, 42 Essen, Norbertstrasse 2.

Foodstuffs, Food Machinery, Hotel and Catering Equipment

AMSTERDAM: INTERNATIONAL HOTEL, CAFE AND RESTAURANT EXHIBITION (HORECAVA) – January
* Apply, RAI Gebouw N.V., 8 Europaplein, Amsterdam.

GOTHENBURG: HOTEL AND RESTAURANT EXHIBITION (INTERREST 69-KIOSK 69) – March 4-8
Apply, INTERREST 69-KIOSK 69, Box 4034, Malmo 4, Sweden.

BOLOGNA: INTERNATIONAL FOODSTUFFS EXHIBITION – March-April
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

PARIS: INTERNATIONAL EXHIBITION OF CONFECTIONERY, CHOCOLATE AND BISCUITS (INTERSUC) – April
* Apply, INTERSUC, 48 avenue de Villiers, Paris 17e.

STUTTGART: INTERNATIONAL HOTEL AND RESTAURANT TRADE EXHIBITION (INTERGASTRA) – April 19-27
Apply, C.E.S. (Overseas) Ltd., 1-3 Astoria Parade, Streatham High Road, London, SW16 (Tel. 01-769 0950).

COLOGNE: INTERNATIONAL EXHIBITION OF FINE FOODS AND PROVISIONS (ANUGA) – September-October
† Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

MALMO: INTERNATIONAL HOTEL AND RESTAURANT FAIR (RESTA IV) – October 1-4
Apply, RESTA, Stadiongaten 25, Box 19015, Malmo 19.

PARIS: INTERNATIONAL HOTEL AND CATERING EQUIPMENT EXHIBITION (EQUIP' HOTEL) – October
* Apply, M. Willard, 13 rue de Liege, Paris 9e.

COLOGNE: INTERNATIONAL EXHIBITION OF FINE FOODS AND PROVISIONS – October 4-10
Apply, H. E. Melson, MBE, Cologne International Trade Fairs, Room 224, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

Footwear

BOLOGNA: INTERNATIONAL SHOE AND LEATHER FAIR – March
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – April
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel Museum 9325).

MOSCOW: FOOTWEAR, SHOEMAKING MACHINERY AND LEATHER PROCESSING (OBUV '69) – September 10-24
Apply, Mr. R. I. Morgan (Tel. 01-222 7877 Ext. 2785).

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – September
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London W1 (Tel. Museum 9325).

Furniture, Furnishings, Household Equipment and Hardware

PARIS: CARPET AND FLOOR COVERINGS EXHIBITION – January
* Apply, Salon du Tapis, 22 avenue Franklin Roosevelt, Paris 8e.

PARIS: INTERNATIONAL FURNITURE EXHIBITION – January
Apply, Commissariat General, 22 avenue Franklin Roosevelt, Paris 8e.

STOCKHOLM: SWEDISH FURNITURE FAIR – February 6-9
* Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

LYONS: INTERNATIONAL HADRWARE FAIR – March 28-31
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

PARIS: INTERNATIONAL DOMESTIC ARTS EXHIBITION (ARTS MENAGERS) – March
* Apply, Salon International des Arts Menagers, 15 avenue de la Division-Leclerc, 92 Puteaux.

TURIN: DOMESTIC ART EXHIBITION – March 14-27
Apply, Miss F. King Ext. 2782.

COLOGNE: INTERNATIONAL FAIR OF ACCESSORIES AND MATERIALS USED FOR WOOD-WORKING, FURNITURE UPHOLSTERY, MATTRESSES, HOUSE, SHIP, VEHICLE AND LIGHT CONSTRUCTIONAL BUILDING (INTERZUM) – June 11-15
* Apply H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

NAPLES: HOMES, FURNISHINGS AND CLOTHING EXHIBITION (FIERA DELLA CASA) – June-July
* Apply, Ente Autonomo Mostra d'Oltremare, Piazza Vincenzo Tecchio 51, Naples.

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

MILAN: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE EXHIBITION (MACEF) – September
* Apply, Segretaria Generale della MACEF, Via Solferino 25, Milan.

BRUSSELS: INTERNATIONAL HARDWARE EXHIBITION – October
* Apply, Salon International de la Quincaillerie, 14 rue Duquesnoy, Brussels 1.

LYONS: INTERNATIONAL FURNITURE AND FURNISHINGS ACCESSORIES EXHIBITION (MEUROPAM AND PROMEUROPAM) – October
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

UTRECHT: INTERNATIONAL FURNITURE EXHIBITION – November
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

Handicrafts

HERNING: HOBBY AND VACATION SHOW – April 2-7
* Apply, A/S Herning Hallen, Herning, Denmark.

MUNICH: INTERNATIONAL HANDICRAFTS FAIR – April 11-20
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

HERNING: CRAFTS AND INDUSTRIES FAIR 'HI-69' – September 6-14
* Apply, A/S Herning Hallen, Herning, Denmark.

PARIS: DO-IT-YOURSELF EXHIBITION – November
* Apply, Salon du Bricolage, 42 rue du Louvre, Paris 1er.

Heating and Ventilating

FRANKFURT: INTERNATIONAL EXHIBITION FOR HEATING AND PLUMBING EQUIPMENT – March 26-30
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – March 5-9
* Apply, C.E.S. (Overseas) Ltd., 1-3 Astoria Parade, London, SW16 (Tel. 01-769 0950).

GOTHENBURG: INTERNATIONAL HEATING, VENTILATING AND SANITARY INSTALLATION FAIR (VVS '69) – March
Apply, The Swedish Association of Heating and Ventilation Engineers, Hantverkargatan 8, Stockholm K.

Horticulture and Horticultural Equipment

PARIS: INTERNATIONAL FLOWER EXHIBITION – April 23-October 5
Apply, Commissariat General des Floralies Internationales, 9 rue de la Perle, Paris 3e.

DORTMUND: EUROPEAN HORTICULTURAL SHOW (EUROFLOR) – April 25-October 12
Apply, Westfalenhalle G.m.b.H., 4600 Dortmund, Rheinlanddamm 200.

Hospital, Medical, Surgical and Dental Equipment

MUNICH: INTERNATIONAL EXHIBITION AND CONGRESS ON DIAGNOSTICS (DIAGNOSTICA) – May 11-18
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

BRUSSELS: INTERNATIONAL EXHIBITION OF HOSPITAL AND MEDICAL EQUIPMENT – September
† Apply, Reg. Lawson & Co. Ltd., Green Dragon House, High Street, Croydon, Surrey (Tel. Municipal 5741-2).

VIENNA: INTERNATIONAL TRADE EXHIBITION OF HOSPITAL AND MEDICAL EQUPMENT – November
Apply, Sekretariat, Arbeitsgemeinschaft für Fachausstellungen, Loquaiplatz 13, Vienna 6.

VIENNA: INTERNATIONAL TRADE EXHIBITION FOR HOSPITAL, MEDICAL AND LABORATORY EQUIPMENT – November
† Apply, Werbung Scherbetz Kinderspitalgasse 4,1090 Vienna.

Laundry and Allied Services

PARIS: INTERNATIONAL LAUNDRY, DYEING AND DRY CLEANING EXHIBITION – November
† Apply, Comite Interfederal de Liaison Blanchisserie Teint, 127 rue de Picpus, Paris 12e.

Leather, Leather Goods and Fur

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – February 22-27
* Apply, Offenbacher Messe G.m.b.H., 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

BOLOGNA: INTERNATIONAL SHOE AND LEATHER FAIR – March
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

FRANKFURT: INTERNATIONAL FUR FAIR – April 23-27
* Apply, Frankfurter Rauchwaren Messe G.m.b.H., 6 Frankfurt-am-Main, Bettinaplatz 1.

PARIS: INTERNATIONAL FUR TRADE EXHIBITION – April
* Apply, M. Lebel, 36 avenue de l'Opera, Paris 2e.

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – August-September
* Apply, Offenbacher Messe G.m.bH., 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

PARIS: INTERNATIONAL LEATHER WEEK (SEMAINE DU CUIR) – September
* Apply, Conseil National du Cuir, 2 rue Edouard VII, Paris 9e.

Motor Vehicles, Motor Cycles and Cycles

BRUSSELS: INTERNATIONAL MOTOR SHOW – January 15-26
* Apply, Salon de l'Automobile, 22 rue du Luxembourg, Brussels 4.

AMSTERDAM: INTERNATIONAL MOTOR SHOW – February
† Apply, Netherlands Cycle and Automobile Industry Association, 8 Europaplein, Amsterdam Z.1.

GENEVA: INTERNATIONAL MOTOR SHOW – March
*Apply, Salon International de l'Automobile, 5 rue Jacques-Balmat, 1211 Geneva 4.

TURIN: COMMERCIAL VEHICLE EXHIBITION – April 12-20
Apply, Miss F. King (Ext. 2782).

GENEVA: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION 1969
* Apply, Mr. T. E. Kerfoot (Ext. 3071).

HELSINKI: INTERNATIONAL MOTOR SHOW – May 9-18
Apply, Finnish Fair Corporation, Helsinki 25.

FRANKFURT: INTERNATIONAL MOTOR EXHIBITION – September 11-21
† Apply, Verband der Automobilindustrie e.V., 6 Frankfurt-am-Main 16, Westendstrasse 61.

PARIS: INTERNATIONAL MOTOR, CYCLE AND MOTORCYCLE EXHIBITION – October
* Apply, Commissaire General, 3 avenue du President Wilson, Paris 16e.

TURIN: INTERNATIONAL MOTOR SHOW – November
* Apply, Comitato Organizzatore, Salone Internazionale dell Automobile, Corso Galileo Ferraris 61, Turin.

Music and Musical Instruments

CANNES: INTERNATIONAL RECORD AND MUSIC PUBLISHING MARKET (MIDEM) – January 17-24
* Apply, Mitch Murray Organizaion, 13 Sunnyfield, Mill Hill, London, NW9 (Tel. 01-959 1411).

Office Machinery and Equipment

HELSINKI: EXHIBITION OF WORK EFFICIENCY – April 18-27
Apply, The Finnish Fair Corporation, Helsinki 25.

COPENHAGEN: INTERNATIONAL EXHIBITION OF OFFICE EQUIPMENT AND BUSINESS MACHINES – September 11-17
Apply, Udstillingsselskabet U.F.E.S.A.S., Ryvangs Alle 20, Copenhagen Ø.

MILAN: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT EXHIBITON (SMAU) – September-October
* Apply, Associazione Nazionale Commercianti in Macchine e Forniture per Ufficio, Piazza Belgioloso 1, Milan.

PARIS: INTERNATIONAL BUSINESS MACHINES AND OFFICE EQUIPMENT EXHIBITION (SICOB) – September-October
* Apply, Salon de l'Equipment de Bureau, 6 place de Valois, Paris 1er.

STOCKHOLM: OFFICE '69 – November
Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

Packaging Machinery and Materials including Containers

DÜSSELDORF: 5TH INTERNATIONAL TRADE FAIR OF PACKAGING MACHINERY AND MATERIALS AND CONFECTIONERY MACHINERY (INTERPACK) – May
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

MILAN: INTERNATIONAL PACKAGING EXHIBITION (IPACK-IMA) – October
* Apply, IPACK-IMA, 62, Via Carlo Ravissa, Milan.

MUNICH: INTERNATIONAL CONTAINER EXHIBITION – Autumn
Apply, Münchener Messe-Und Ausstellungs GmbH, 8 München 12, Theresienhöhe 13.

Pottery and Glassware

VALENCIA: INTERNATIONAL CERAMICS AND GLASS FAIR – March-April
* Apply, Feria de la Ceramica y Vidrio, Llano del Real, Apartado 476, Valencia.

PARIS: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION (ARTS DU FEU) – June
* Apply, Commissaire General, 32, rue de Paradis, Paris 10e.

Printing, Stationery and Printing Machinery

MOSCOW: PRINTING MACHINERY (INCLUDING DUPLICATING AND PHOTOCOPYING EQUIPMENT) (INPOLIGRAFMASH '69) – July 9-23
Apply, Mr. R. I. Morgan (Tel. 01-222 7877, Ext. 2785).

MILAN: INTERNATIONAL EXHIBITION AND CONGRESS OF PAPER AND PRINTING (GEC) – October 4-12
Apply, GEC Secretariat, Lungo Po, Antonelli 49, Milan.

Scientific Instruments and Nuclear Equipment

BASLE: INTERNATIONAL NUCLEAR INDUSTRIES FAIR (NUCLEX 69) – October 6-11
Apply, Sekretariat, NUCLEX 69, 4000 Basle 21.

Ships and Boats

HAMBURG: INTERNATIONAL BOAT SHOW – January
* Apply, Planten un Blomen, Ausstellungs Park der Freien und Hansestadt Hamburg, 2 Hamburg 36, Am Dammtor.

PARIS: INTERNATIONAL PLEASURE BOAT EXHIBITION – January
* Apply, SPODEX, 149 rue Saint-Honore, Paris 1er.

MALMO: 4TH INTERNATIONAL BOAT SHOW – January-February
Apply, AB Malmo Batutstalling (Postal Address: c/o Kungsmassan, P.O. Box Kungsbacka).

GOTHENBURG: INTERNATIONAL BOAT EXHIBITION – February 13-23
Apply, Scandinexpo AB, Stampgaten 38, Gothenburg, C.

HELSINKI: BOAT AND CAMPING SHOW – March 14-23
* Apply, The Finnish Fair Corporation, Helsinki 25.

STOCKHOLM: INTERNATIONAL BOAT SHOW (ALLT FOR SJON) – March 19-30
* Apply, St. Eriks Massan, Storangsvagen 18, Stockholm NO.

GOTHENBURG: 2ND INTERNATIONAL EXHIBITION FOR SEA TRANSPORT AND MARINE EQUIPMENT – June 5-10
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

Sports Goods and Camping Equipment, including Caravans

AMSTERDAM: INTERNATIONAL YACHTING, CAMPING AND CARAVAN EQUIPMENT EXHIBITION (HISWA) – March 7-16
Apply, RAI Gebouw, 8 Europaplein, Amsterdam 2.

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October
* Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

Textiles and Textile Machinery

FRANKFURT: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – May 20-23
* Apply LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

FRANKFURT: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – November 18-21
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

Toys and Games

NUREMBURG: INTERNATIONAL TOY FAIR – February 8-14
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

Watches and Clocks

BESANCON: INTERNATIONAL CLOCK AND WATCH-MAKING INDUSTRY – May
* Apply, Commissariat General, Salon International de l'Horlogerie, 54 Grande Rue, Bescancon.

Other Specialized Fairs

OSLO: TEENAGE FAIR – April 17-27
Apply, Mr. A. G. Pearson (Ext. 2398).

STOCKHOLM: PROTECTION 69 – April 21-26
Apply, Marketing Exhibitions Ltd., 48, West Side, London, SW18 (Tel. 01-874 2325/6/7).

DÜSSELDORF: 2ND CONGRESS AND EXHIBITION FOR CLEAN AIR – June 9-13
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1. (Tel. Museum 9325).

PARIS: INTERNATIONAL EXHIBITION OF SAFETY AND PROTECTION (EUROPROTECTION) – September 30-October 5
† Apply, EUROPROTECTION, 8 rue de la Michodiere, Paris 2e.

DÜSSELDORF: INDUSTRIAL SAFETY AND FACTORY HYGIENE – November 12-15
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

1970 General

HELSINKI: INTERNATIONAL TRADE FAIR – September – 17-27
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

BULGARIA: PLOVDIV INTERNATIONAL FAIR – September 20-29
Apply, Mr. R. I. Morgan, Board of Trade, Room, 424, Broadway Buildings, London, SW1 (Tel. 01-222 7877, Ext. 2785).

1970 Specialized

Engineering, Electrical and Electronic, including Radio and Television

HELSINKI: TV/RADIO – AND MUSIC EXHIBITION – October-November
Apply, The Finnish Fair Corporation, Helsinki 25.

Office Machinery and Equipment

HELSINKI: EXHIBITION OF BUSINESS MACHINES AND EQUIPMENT – October-November.
Apply, The Finnish Fair Corporation, Helsinki 25.

Packaging Machinery and Materials including Containers

BARCELONA: PRINTING, PACKING AND CANNING MACHINERY FAIR (GRAPHISPACK) – March
Apply, GRAPHISPACK, Avenida Maria Cristina, S/N Feria de Meustras, Barcelona 4.

Ships and Boats

HELSINKI: BOAT AND CAMPING SHOW – February/March
Apply, The Finnish Fair Corporation, Helsinki 25.

1971 Specialized

Building, Public Works and Construction Equipment

OSLO: BUILDING MACHINES AND MATERIALS EXHIBITION (BYGG REIS DEO) – September-October (For Agents only)
Apply, Bygg Reisdeg, Nordisk Byggevare Messe, Landsforebund, Grensen 10, Oslo.

Engineering, Electrical and Electronic, including Radio and Television

HELSINKI: TELEVISION AND RADIO SHOW – October-November
Apply, The Finnish Fair Corporation, Helsinki 25.

Ships and Boats

HELSINKI: BOAT AND CAMPING SHOW – February-March
Apply, The Finnish Fair Corporation, Helsinki 25.

OSLO: INTERNATIONAL SHIPPING EXHIBITION – May
Apply, Norges Varemess P.B. 130, Skoyen, Norway.

HELSINKI: INTERNATIONAL MARITIME EXHIBITION 'NAVIGARE' – September
Apply, The Finnish Fair Corporation, Helsinki 25.

SECTION III

Trade Fairs and Exhibitions outside Europe

1968 General

BOGOTA: 7TH INTERNATIONAL FAIR – August 1-18
Apply, Corp de Ferias Y Exposiciones S.A. Carrera 40 Bogota.

TORONTO: CANADIAN NATIONAL EXHIBITION – August 16-September 2
* Apply, Canadian National Exhibition Representative, Columbia House, 3 Lower Regent Street, London, SW1 (Tel. Whitehall 2794).

DAMASCUS: INTERNATIONAL TRADE FAIR – August 25-September 20
* Apply, International Fair of Damascus, 67 Boulevard Baghdad, Damascus.

ALGIERS: 5TH INTERNATIONAL TRADE FAIR – September 4-19
* Apply, Algerian Chamber of Commerce and Industry, Algiers.

SEOUL: FIRST SEOUL ASIAN TRADE FAIR – September 9-October 20
Apply, Korea International Trade Centre Inc., Kong Young Building, 207-1 5-Ka, Eulchi-Ro, Choon-Ku, Seoul.

CAIRO: INTERNATIONAL TRADE FAIR – November
Apply, Ministry of Economy, General Organisation for International Exhibitions and Fairs, Exhibition Ground, Nasr City, Cairo.

SAN SALVADOR: INTERNATIONAL FAIR – November 9-30
Apply, Feria Internacional de El Salvador, Edificio Ruben Dario 3 er Piso Aptos 301, San Salvador, El Salvador.

1968 Specialized

Agriculture, Forestry, Fishing, Agricultural Machinery

MANZINI (SWAZILAND): AGRICULTURAL AND INDUSTRIAL SHOW – August 31-September 7
Apply, Ministry of Finance, Commerce and Industry, P.O. Box 443, MBABANE, Swaziland.

CHICAGO: INTERNATIONAL POULTRY INDUSTRY EXPOSITION – September 8-12
Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel 01-874 2325/6/7).

NAIROBI: INTERNATIONAL AGRICULTURAL SHOW AND TRADE FAIR – September 24-28
Apply, Agricultural Society of Kenya, P.O. Box 30176, Nairobi.

BOSTON: AMERICAN COMMERCIAL FISH EXPOSITION – October 16-19
Apply, R. A. Sullivan, Esq., Fish Exposition '68, 3 School Street, Boston, Mass. 02108.

Aircraft and Aeronautical Equipment

TORONTO: CANADIAN AVIATION SHOW AND EXHIBITION – HAMILTON MUNICIPAL AIRPORT – September 5-8
Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

TOKYO: 1968 TOKYO AEROSPACE SHOW – October 9-13
Apply, Tokyo Aerospace Show Office, c/o Asahi Shimbun, Chiyoda-Ku, Tokyo.

BUENOS AIRES: AERONAUTICS AND SPACE EXHIBITION – November 1-24
Apply, Disenadores Asciados S.R.L. Reconquista 737, 40P Buenos Aires.

Books and Periodicals

MANILA: BOOK EXHIBITION – September 7-21
Apply, Mr. Charles McGregor, Book Development Council Ltd., 7 Albemarle Street, London, W1 (Tel. Hyde 9001).

SEOUL (SOUTH KOREA): BOOK EXHIBITION – October
Apply, I. H. Liu, Esq., Panmun Book Co. Ltd., 28-2 Chongro I-KA, P.O. Box 1016, Seoul, Korea.

Building, Public Works and Construction Equipment

TORONTO: INTERNATIONAL BUILDING SHOW – September 30-October 4
Apply, J. M. Maitland, Esq., Intex Trade and Consumer Show Ltd., Suite 9, Chandos House, Buckingham Gate, London, SW1.

SEATTLE: CONVENTION OF THE PRE-STRESSED CONCRETE INSTITUTE – October 6-10
Apply, R. J. Lymon, Esq., 205 W. Whacker Drive, Chicago, Ill., USA.

TORONTO: CONSTRUCTION PUBLIC WORKS AND MUNICIPAL EQUIPMENT SHOW – December 9-12
Apply, Lloyd Haines, Show Manager, Industrial and Trade Show of Canada, 481 University Avenue, Toronto, Ontario.

Chemicals and Allied Industries including Plastics

JOHANNESBURG: PLASTIC '68 – August 19-24
Apply, SA Exhibition Organisers (Pty.) Ltd., P.O. Box 2900, Johannesburg.

MONTREAL: THE CANADIAN CHEMICAL AND EQUIPMENT EXHIBITION – September 24-26
Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

SYDNEY: CHEMICAL PETROLEUM AND GAS INDUSTRIES EXHIBITION – October 7-11
Apply, Industrial and Trade Fairs Pty. Ltd., P.O. Box 428, Sydney.

TOKYO: 9TH MAINTENANCE SHOW AND CHEMICAL PLANT SHOW – October 7-12
Apply, Japan Management Association, 25 Shiba Park, Minato-Ku, Tokyo.

OSAKA: 2ND INTERNATIONAL FAIR OF PLASTICS (JAPANPLAS) – October 9-18
Apply, Plastic Technical Society of Japan, The Osaka Municipal Building, Kita-Ogimachi, Kita-Ku, Osaka, Japan.

Clothing

LEBANON: BEIRUT – 'FASHION FROM BRITAIN' – September 9-14
Apply, Mr. R. I. Morgan, Board of Trade, Room 424, Broadway Buildings, London, SW1 (Tel. 01-222 7877, Ext. 2785).

NEW YORK: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – October 27-30
Apply, S. Schimmel, Esq., 475 Fifth Avenue New York, N.Y. 10017.

Display and Shop Equipment

PHILADELPHIA: NATIONAL CONVENTION AND EXHIBITION OF AUTOMATIC MERCHANDISING – September 14-17
Apply, S. Schapiro, Esq., Executive Director, 7 S. Dearborn Street, Chicago, Illinois, USA.

Engineering, Electrical and Electronic, including Radio and Television

SYDNEY: MECHANICAL MATERIALS HANDLING EQUIPMENT EXHIBITION – July 8-12
Apply, Industrial and Trade Fairs Pty. Ltd., P.O. Box 428, Sydney.

LOS ANGELES: WESTERN ELECTRONIC SHOW AND CONVENTION (WESCON) – August 20-23
Apply, Marketing Exhibitions Ltd., 48 West Side, London SW18 (Tel. 01-874 2325/6/7).

TOKYO: JAPAN ELECTRONIC SHOW – September 17-23
Apply, Electronic Industries Association of Japan, Tokyo Chamber of Commerce and Industry Building, 14 Marunouchi 3-Chome, Chiyoda-Ku, Tokyo, Japan.

TOKYO: INTERNATIONAL MACHINE TOOL FAIR – October 2-13
Apply, Tokyo International Trade Fair Commission, C.P.O. Box 1201, Tokyo.

KYOTO: JAPAN FOUNDRY EXHIBITION (IN CONJUNCTION WITH THE 35TH INTERNATIONAL FOUNDRY CONGRESS) – October 6-12
Apply Secretary General of Japan Foundry Exhibition, Osaka Kogyo Shoreihan, Ueno-Cho, Enokojima, Nishi Ku, Osaka, Japan.

DETROIT: AMERICAN SOCIETY FOR METALS EXPOSITION – October 14-17
Apply, Mr. W. J. Hilty, American Society for Metals, Metals Park, Ohio 44073.

JOHANNESBURG: ELECTRICAL, ELECTRONIC AND NUCLEONIC ENGINEERING 'ELECTRA 68' – October 16-23
Apply, South African Exhibition Organisers (Pty.) Ltd., P.O. Box 2900, Johannesburg.
U.K. Agents: Brintex Ltd., Exhibition Organisers, 3 Clements Inn, London, WC2 (Tel. Chancery 1200).

WASHINGTON DC: WIRE ASSOCIATION ANNUAL CONVENTION – October 21-24
Apply, J. Edward Donnellan, The Wire Association, 229 Main Street, Stamford, Connecticut.

NEW YORK: INSTRUMENT SOCIETY OF AMER ANNUAL INSTRUMENT AUTOMATION CONFERENCE AND EXHIBITION – October 28-31
Apply, Wm. H. Kushnick, Executive Director, Penn Sheraton, 350 Wm. Penn Place, Pittsburg 19, Pa. 15219.

DETROIT: NATIONAL DIE CASTING EXPOSITION AND CONGRESS – November 4-7
Apply, Irwin I. Chaitin, Exposition Director, 1601 W. Lafayette, Detroit, Michigan.

JOHANNESBURG: THE MACHINE TOOLS EXHIBITION – November 11-16
Apply, South African Exhibition Organisers (Pty.) Ltd., P.O. Box 2900, Johannesburg.

CHICAGO: ANNUAL NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – December 8-11
* Apply, General Manager, National Electronics Conference, Inc. 228 North La Salle Street, Chicago, Illinois 60601.

Engineering, Other

LOUISVILLE: WOODWORKING MACHINERY AND FURNITURE SUPPLY SHOW – September 14-18
Apply, M. C. Park, Esq., National Association of Furniture Manufacturers, 666 Lake Shore Drive, Chicago, Illinois 60611.

NAGOYA: WOODWORKING MACHINERY AND EQUIPMENT FAIR – October 6-13
Apply, Chubu Woodworking Machinery Manufacturer's Association, 5-36 Iwaidori, Naka-ku Nagoya, Japan.

Fancy Goods, Jewellery and Giftware

SAN FRANCISCO: GIFT SHOW – August 4-7
Apply, Western Merchandise Exhibitors Association, 1355 Market Street, San Francisco 3, California.

NEW YORK: NATIONAL JEWELLERY TRADE SHOW – August 6-10
Apply, Perry R. Ellsworth, Adm. Secretary, 1025 Vermont Avenue, NW, Washington DC 20005.

MINNEAPOLIS: GIFT AND JEWELLERY SHOW – August 25-28
Apply, Helen Brett Enterprises Inc., 6 East Monroe Street, Chicago 3, Illinois.

MONTREAL: GIFT SHOW – August 26-29
Apply, National Gift Shows, Seccombe House, 443 Mount Pleasant Road, Toronto 7, Ontario.

DALLAS: DALLAS TRADE MART GIFT SHOW – September 1-5
Apply, Jim W. Wray Jr., Manager, 3000 Trade Mart, Dallas.

BOSTON: GIFT SHOW – September 14-19
Apply, Donald C. Little Management, 220 Fifth Avenue, New York, NY10001.

TORONTO: GIFT SHOW – September 16-19
Apply, Angus Baxter VP, 443 Mount Pleasant Road, Toronto, Ontario.

Foodstuffs, Food Machinery, Hotel and Catering Equipment

MINNEAPOLIS: INSTITUTE OF FOOD TECHNOLOGISTS ANNUAL MEETING – May 19-24
Apply, The Institute of Food Technologists, 221 N. La Salle Street, Chicago, Illinois.

CHICAGO: NATIONAL CONFECTIONERS ASSOCIATION OF THE U.S. – May 26-29
Apply, John M. Scheer, 36 South Wabash, Chicago, Illinois 60603.

LOS ANGELES: FINE FOOD AND BEVERAGES FAIR – July 14-17
Apply, Industrial Display Inc., 440 West Los Feliz Boulevard, Glendale 4, California.

BOSTON: NATIONAL CANDY WHOLESALES FAIR – July 28-30
Apply, C. M. McMillon Esq., 1343 L. St. NW, Washington DC 20005.

NEW YORK: NATIONAL FANCY FOOD AND CONFECTION SHOW – August 4-7
* Apply, Charles Snitow Organization Inc., 331 Madison Avenue, New York, NY 10017.

DETROIT: INTERNATIONAL BREWERY INDUSTRY EXHIBITION – September 17-20
Apply, A. Bartlett & Associates, Master Brewers Association of America, 1849 W 24th Street, Cleveland, Ohio.

FT. LAUDERDALE FLA.: BISCUIT AND CRACKER DISTRIBUTORS ASSOCIATION – October 24-26
Apply, J. M. O. Kane, Executive Secretary, 2330 Victory Parkway, Cincinnati 45206.

TORONTO: SUPERMARKET SHOW – October 7-9
Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

NEW YORK: NATIONAL HOTEL EXPOSITION – November 11-14
Apply, General Manager, National Hotel Exposition, 141 West 51st Street, New York, NY 10019.

Footwear

MONTREAL: CANADIAN SHOE AND LEATHER FAIR – October 6-8
* Apply, Mr. J. Guy-Maheu, (General Manager), 1010 Sainte Catherine Street West, Montreal 2, Quebec.

CHICAGO: NATIONAL SHOE FAIR OF AMERICA – October 6-9
Apply, Edward A. Launzel, Manager, Park Sheraton, 56th Street and 7th Avenue, New York, NY.

NEW YORK: NATIONAL SHOE FAIR OF AMERICA – November 24-26
Apply, Edward A. Launzel, Manager, Park Sheraton, 56th Street and 7th Avenue, New York, NY.

Furniture, Furnishings, Household Equipment and Hardware

CHICAGO: NATIONAL HOUSEWARES EXHIBITION – July 15-19
Apply, National Housewares Manufacturers Association, 1130 Merchandise Mart, Chicago, Illinois 60654.

MONTREAL: FALL HARDWARE SHOW – September 9—11
* Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

NEW YORK: NATIONAL HARDWARE SHOW – October 7-10
* Apply, Charles Snitow Organization, 331 Madison Avenue, New York, NY 10017.

TORONTO: NATIONAL INTERIOR DESIGN SHOW – October 28-30
Apply, Robert M. Gowdy, Show Manager, National Interior Design Show, 450 Alliance Avenue, Toronto 9, Ontario.

Hospital, Medical, Surgical and Dental Equipment

KUALA LUMPUR: MEDICAL EXHIBITION – August 5-9
Apply, Faculty of Medicine, Kuala Lumpur, Malaysia.

CHICAGO: HOSPITAL AND MEDICAL EQUIPMENT EXHIBITION – August 18-21
Apply, The American Hospital Association, 840 North Lake Shore Drive, Chicago, Illinois 60611.

MONTREAL: INTERNATIONAL MEDICAL CONGRESS – August 25-31
Apply, 5th International Congress of Physical Medicine, 6300 Darlington Avenue, Montreal, PQ Canada.

JOHANNESBURG: HOSPITAL AND MEDICAL EQUIPMENT EXHIBITION – September 16-21
Apply, South African Exhibition Organisers (Pty) Ltd., PO Box 2900, Johannesburg.

TORONTO: 43RD ANNUAL CONVENTION, ONTARIO HOSPITAL ASSOCIATION – October 28-30
Apply, Mr. G. S. Roberts, Director of Public Relations, Ontario Hospital Association, 24 Ferrand Drive, Don Mills, Ontario.

WASHINGTON: THE AMERICAN DENTAL ASSOCIATION – October 28-31
Apply, John J. Hollister, American Dental Association, 211 East Chicago Avenue, Chicago, Illinois 60611.

Leather, Leather Goods and Fur

NEW YORK: LEATHER AND ALLIED INDUSTRIES EXHIBITION – May 21-23
Apply, Tanners Council of America Inc., 411 Fifth Avenue, New York, NY 10016.

NEW YORK: LEATHER AND ALLIED INDUSTRIES EXHIBITION – October 29-31
Apply, Mr. Miller, Tanners Council of America Inc., 411 Fifth Avenue, New York, NY 10016.

Motor Vehicles, Motor Cycles and Cycles

JOHANNESBURG: THE COMMERCIAL TRANSPORT SHOW – October 14-19
Apply, South African Exhibition Organisers (Pty) Ltd., PO Box 2900, Johannesburg.

BOSTON: NEW ENGLAND INTERNATIONAL AUTO SHOW – October 21-27
Apply, Manuel Sherman, 1300 Boylston St., Chestnut Hill, Mass.

TOKYO: 15TH TOKYO MOTOR SHOW – October 26–November 11
Apply, Japan Motor Industrial Federation, Otemachi Building, Otemachi, Chiyoda-Ku, Tokyo.

SYDNEY: AUTOMOTIVE SPARE PARTS EXHIBITION AND SYMPOSIUM – November
Apply, Exhibition Promotions Pty. Ltd., PO Box 4292, GPO Sydney.

TOKYO: 10TH TOKYO AUTO SHOW (INTERNATIONAL) – November 13-20
Apply, Japan Automobile Importers Association, Mubanchi, Yotsuya 1-Chome, Shinjuku-Ku, Tokyo.

DETROIT: AUTOMOBILE SHOW – November 30-December 8
Apply, Boyce Topa, 625 Lincoln Avenue, Detroit.

Office Machinery and Equipment

LAS VEGAS: ASSOCIATION OF COMPUTING MACHINERY (ACM) NATIONAL CONFERENCE AND EXHIBITION – August 27-29
Apply, Public Relations Department of the Burroughs Corporation, Pasadena, California.

TORONTO: CANADIAN NATIONAL BUSINESS SHOW – September 23-26
Apply, G. Smedmor Esq., Canadian National Business Show, Place Bonaventure, Montreal.

BRISBANE: BUSINESS EFFICIENCY EXHIBITION – October 7-11
Apply, Exhibition Promotions Pty. Ltd., 33 Queen's Road, Melbourne.

Packaging Machinery and Materials including Containers

TOKYO: INTERNATIONAL PACKAGING EXHIBITION – September 4-10
Apply, Japan Packaging Institute, Tokyo International Trade Centre, Harumi, Tokyo.

BALTIMORE: 2ND INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXHIBITION – October 28-November 1
Apply, Mack-Brooks Exhibition Ltd., 96 Hatton Garden, London, EC1.

TORONTO: CANADIAN NATIONAL PACKAGING EXPOSITION – November 5-7
Apply, Packaging Association of Canada, 25 Merton Street, Toronto 7, Ontario.

Photographic Equipment

CHICAGO: INTERNATIONAL EXPOSITION OF PROFESSIONAL PHOTOGRAPHY – August 4-9
Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

Printing, Stationery and Printing Machinery

NEW YORK: SCREEN PRINTING ASSOCIATION INTERNATIONAL TRADE SHOW – October 9-12
Apply, C. D. Soresi, 1145 19th St. NW, Washington DC 20036.

NEW YORK: NATIONAL STATIONERY AND OFFICE EQUIPMENT – October 31-November 3
Apply, National Stationery and Office Equipment Association, 740 Investment Building, Washington 5 DC.

Scientific Instruments and Nuclear Equipment

WASHINGTON: ATOMFAIR – November 10-14
* Apply, Jerome H. Brown, President National Exposition Co., 14 W 40th Street, NYC 10018.

Ships and Boats

MELBOURNE: NATIONAL BOAT SHOW AND SPORTING EXHIBITION (INCLUDES CARAVANS, CAMPING AND TRAVEL EQUIPMENT) – July 18-27
Apply, Exhibition Promotions Pty. Ltd., 415 Bourke Street, Melbourne.

CHICAGO: MARINE TRADES EXHIBIT AND CONFERENCE – September 19-22
* Apply, Outboard Boating Club of America, 307 North Michigan Avenue, Chicago 3, Illinois 60603.

Sports Goods and Camping Equipment, including Caravans

CHICAGO: AMERICAN FISHING TACKLE MANUFACTURERS ASSOCIATION – August 4-7
Apply, A. J. Boehm, 20 North Wacker Drive, Chicago, Illinois 60606.

ANAHEIM (CALIFORNIA): NATIONAL SPORTING GOODS ASSOCIATION – October 26-29
Apply, G. Marven Shutt, Executive Director, 23E Jackson Boulevard, Chicago, 60604.

Textiles and Textiles Machinery

GREENVILLE: SOUTHERN TEXTILE EXPOSITION – October 21-25
Apply, Southern Textile Exposition, Textile Hall, PO Box 5823, Station B, Greenville, SC.

Toys and Games

TOKYO: JAPAN INTERNATIONAL TOY FAIR – October 15-18
Apply, Japan International Toy Fair Association, 3-14-11 Kotobuki, Taito Ku, Tokyo.

Other Specialized Fairs

LOS ANGELES: WESTERN WHOLESALERS PET SUPPLY ASSOCIATION TRADE SHOW – August 10-12
Apply, J. Rea Esq., Lambert Key Products Ltd., 2619 Exhibition Boulevard, Los Angeles, 90018.

NEW YORK: NATIONAL TRADE SHOW OF THE PET INDUSTRY – September 6-8
Apply, Mrs. J. Winter, National Association of Pet Industry, 431 Chauncey Street, Brooklyn, New York, 11233.

HARTFORD: ASSOCIATION OF DIESEL SPECIALISTS CONVENTION – September 25-28
Apply, M. Fromm Esq., 633 E 63rd Street, Kansas City, Missouri.

DALLAS: SOUTHWESTERN MEN'S AND BOYS' PRE-SPRING HOLIDAY MART – October 6-10
Apply, G. R. Childs Esq., 2300 Stemmons Freeway, Dallas, Texas 75207.

MEXICO CITY: INTERNATIONAL PHILATELIC EXHIBITION – October 30-November 10
Apply, Exposition Filatelica International 'Efimex 68', Apartado Postal 12, Mexico IDF.

1969 General

TRIPOLI (LIBYA): INTERNATIONAL TRADE FAIR – February 28-March 20
* Apply, Tripoli International Trade Fair, Giaddat O Muktar Tripoli, PO Box 891, Tripoli.

JOHANNESBURG: RAND EASTER SHOW – April
* Apply, The Secretary, Witwatersrand Agricultural Society, PO Box 4344, Johannesburg.

CASABLANCA: INTERNATIONAL EXHIBITION OF CASABLANCA – April
* Apply, Commissariat General de la Foire, International 1 rue Jules Mauran, Casablanca, Morocco.

TOKYO: 8TH TOKYO INTERNATIONAL TRADE FAIR – April 17-May 6
* Apply, Tokyo International Trade Fair Commission, CPO Box 1201, Tokyo.

TORONTO: NATIONAL INDUSTRIAL PRODUCTION SHOW OF CANADA – May 5-9
† Apply, Show Manager, Production Show, '69, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

TUNIS: INTERNATIONAL FAIR – May 23-June 8
Apply, Foir International de Tunis, Palais de la Foire, Avenue Gambetta, Tunis.

NDOLA: ZAMBIA TRADE FAIR – June-July
* Apply, Zambia Industrial and Commercial Show Society, David Appleton Ltd., PO Box 1058, NDOLA.

AUCKLAND: INTERNATIONAL TRADE FAIR – August 20-September 6
Apply, 1969 International Trade Fair Committee Epsom Showgrounds, Greenlane, Auckland, NZ.

IZMIR: INTERNATIONAL FAIR – August 20-September 20
* Apply, J. S. Rogers, British Chamber of Commerce of Turkey (Inc.), 69 Cannon Street, London, EC4 (Tel. City 4444).

DAMASCUS: INTERNATIONAL TRADE FAIR – August 25-September 20
* Apply, International Fair of Damascus, 67 Boulevard Baghdad, Damascus.

ALGIERS: 4TH INTERNATIONAL TRADE FAIR – September
* Apply, Algerian Chamber of Commerce and Industry, Algiers.

PARAMARIBO: (SURINAM) INTERNATIONAL TRADE FAIR – September
Apply, Commercial Department, British High Commission, 44 Main Street, PO Box 625, Georgetown, Guyana.

SYDNEY: INTERNATIONAL TRADE FAIR – October
† Apply, Industrial and Trade Fairs Holdings Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. CHA 9011).

TEHRAN: 2ND ASIAN INTERNATIONAL TRADE FAIR – October 5-24
Apply, Iran Exhibitions Organization, Ministry of Economy, PO Box 22, Tajrish-Tehran.

1969 Specialized

Agriculture, Forestry, Fishing and Agricultural Machinery

MINNEAPOLIS: RETAIL FARM EQUIPMENT ASSOCIATION, MINNESOTA AND SOUTH DAKOTA – January
* Apply, Kenneth L. Austin, Secretary-Manager, 129E Broadway, Owatonna, Minnesota.

TORONTO: CANADA FARM AND INDUSTRIAL EQUIPMENT SHOW – January 22-25
* Apply, Ontario Retail Farm Equipment Dealers Association, 145 Sheppard Avenue East, Willowdale, Ontario.

LOUISVILLE: NATIONAL FARM MACHINERY SHOW – February
* Apply, William B. Grant, Jr., Secretary-Treasurer, 1237 Commonwealth Building, Louisville, Kentucky 40202.

BOSTON: AMERICAN COMMERCIAL FISH EXPOSITION – October
Apply, American Commercial Fish Exposition Office, 3 School Street, Boston, Mass., 02108.

CAPE TOWN: THE FISHING INDUSTRIES EXHIBITION (CAPE SHOWGROUNDS GOODWOOD) – October 20-25
Apply, South African Exhibition Organisers (Pty.) Ltd., CPO Box 2900, Johannesburg.

Building, Public Works and Construction Equipment

HOUSTON: NATIONAL ASSOCIATION OF HOME BUILDERS – January 19-23
Apply, National Association of Home Builders, 1625 L Street, NW, Washington DC 20036.

CLEVELAND OHIO: CONCRETE INDUSTRIES EXPOSITION – January 20-23
* Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

TORONTO: CANADIAN NATIONAL HOME SHOW – April 4-12
Apply, Mr. Jack Neil, General Manager, National Home Show, 1819 Yonge Street, Toronto, Ontario.

Chemicals and Allied Industries, including Plastics

CALGARY (ALBERTA-CANADA): THE NATIONAL PETROLEUM SHOW – May
Apply, Marketing Exhibitions Ltd., 48 Westside, London, SW18 (Tel. 01-874 2325/6/7).

JOHANNESBURG: THE CHEMICAL INDUSTRIES EXHIBITION (MILNER PARK) – July 21-26
Apply, South African Exhibition Organisers (Pty.) Ltd., CPO Box 2900, Johannesburg.

TOKYO: INTERNATIONAL HYDRAULIC AND PNEUMATIC MACHINERY FAIR – October
Apply, Secretariat Office, International Hydraulic and Pneumatic Machine Fair, The Nichon Kogyo Shimbun 3, 1 Chome, Ohtemachi, Chiyoda-Ku, Tokyo, Japan.

Clothing

MONTREAL: INTERNATIONAL MENSWEAR EXHIBITION – January 27-30
* Apply, P. Box Esq., International Fair Promotions Co. Ltd., Place Bonaventure, Montreal, 3 PQ, Canada.

TORONTO: MEN'S AND BOYS' APPAREL MARTS – March
Apply, Men's and Boys' Apparel Mart Committee, 465 Wilson Avenue, Downsview, Ontario.

MONTREAL: INTERNATIONAL KNITWEAR EXHIBITION – March 2-6
Apply, P. Box Esq., International Fair Promotions Co. Ltd., Place Bonaventure, Montreal, 3 PQ, Canada.

NEW YORK: NATONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – March 23-26
Apply, Seymour Schimel, Executive Director, 475 Fifth Avenue, New York, NY 10017.

MONTREAL: INTERNATIONAL FASHION MARKET – April 27-May 1
Apply, P. Box Esq., International Fair Promotions Co. Ltd., Place Bonaventure, Montreal, 3 PQ, Canada.

NEW YORK: NATONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – October 19-22
Apply, Seymour Schimel, Executive Director, 475 Fifth Avenue, New York, NY 10017.

Display and Shop Equipment

CHICAGO: NATIONAL AUTOMATIC MERCHANDISING ASSOCIATON CONVENTION AND EXHIBITION – October 18-21 at McCormick Place
* Apply, National Automatic Merchandising Association, 7 South Dearborn St., Chicago 3, Illinois 60603.

Engineering, Electrical and Electronic, including Radio and Television

WASHINGTON: AMERICAN FEDERATION OF INFORMATION, PROCESSING SOCIETY SPRING JOINT COMPUTER CONFERENCE – March
* Apply, H. G. Asmus, Executive Secretary, Room 504, 211 E 43rd Street, New York, NY 10017.

LOS ANGELES: WESTERN METAL AND TOOL EXPOSITION – March 10-14
Apply, American Society of Metals, Metals Park, Ohio.

CLEVELAND: NATIONAL PLANT ENGINEERING AND MAINTENANCE SHOW – March 24-27
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

NEW YORK: INSTITUTE ELECTRICAL AND ELECTRONIC ENGINEERS INTERNATIONAL CONVENTION – March 24-27
* Apply, William C. Copp, 72 W 45th Street, New York, NY 10036.

PHILADELPHIA: AMERICAN SOCIETY OF TOOL AND MANUFACTURING CONFERENCE AND TOOL SHOW (ASTME) – April 14-18
Apply, Leonard Abrahams, Exposition Director, 20501 Ford Road, Dearborn, Michigan 48128.

MONTREAL: CANADIAN PLANT ENGINEERING AND MAINTENANCE SHOW – May
Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

NEW YORK: DESIGN ENGINEERING CONFERENCE AND SHOW – May 19-22
Apply, Clapp and Poliak, Exposition Management, 341 Madison Avenue, New York, NY 10017.

MELBOURNE: INTERNATIONAL INSTRUMENTS, ELECTRONICS AUTOMATION, CONTROL EQUIPMENT AND COMMUNICATIONS SHOW – May 26-30
Apply, General Exhibition, Fairs and Conventions (Victoria) Pty. Ltd., 392 St. Kilda Road, Melbourne, Victoria 3004.

BOSTON MASS.: NATIONAL COMMUNITY TELEVISION ASSOCIATION – June 22-25
Apply, Wally Brisco, Convention Manager, 815 17th Street, NW, Washington, DC.

MELBOURNE: 5TH INTERNATIONAL ENGINEERING SHOW – August 4-9
Apply, General Exhibitions, Fairs and Conventions (Victoria) Pty. Ltd., 392 St. Kilda Road, Melbourne.

SAN FRANCISCO: WESTERN ELECTRONIC SHOW AND CONVENTION (WESCON) – August 19-22 at Cow Palace
* Apply, Mr. D. Larsen, 3600 Wilshire Boulevard, Los Angeles 15.

JOHANNESBURG: ELECTRICAL, ELECTRONIC AND NUCLEONIC ENGINEERING EXHIBITION 'ELECTRA 69' (MILNER PARK) – September 22-27
Apply, South African Exhibition Organisers (Pty.) Ltd., CPO Box 2900, Johannesburg.

HOUSTON: INSTRUMENT SOCIETY OF AMERICA ANNUAL INSTRUMENT AUTOMATION CONFERENCE AND EXHIBITION – October 27-30
Apply, William H. Kushnick, Executive Director, Penn Sheraton, 530 Wm. Penn Place, Pittsburg, Pa 15219.

NAGOYA: INTERNATIONAL SPRING MAKING MACHINERY SHOW – November
Apply, Spring Machinery Industry Association, Aichi Prefectorial Industrial and Trade Centre, Nagoya, Japan.

Engineering, Other

HOUSTON: ANNUAL CONFERENCE AND EXHIBITION OF THE NATIONAL ASSOCIATION OF CORROSION ENGINEERS – March 10-14
* Apply, R. W. Huff, Exhibition Manager, 980 HM Building, Houston, Texas.

CLEVELAND: ANNUAL INTERNATINAL GAS TURBINE CONFERENCE AND PRODUCTS SHOW – March 16-20
Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

CLEVELAND: AMERICAN FOUNDRYMEN'S SOCIETY CASTING CONGRESS AND EXPOSITION – April-May
Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

PHILADELPHIA: AMERICAN WELDING SOCIETY SHOW – April 28-May 2 1969
Apply, The American Welding Society, 345 East 47th Street, New York.

GREENVILLE: WOODWORKING MACHINERY AND EQUIPMENT SHOW – May
Apply, R. G. Trosper, American Woodworking Machinery and Equipment Show Inc., PO Box 13005, Golden Gate Station, Greensboro Station, N. Carolina.

TOKYO: INTERNATIONAL WELDING SHOW – July 19-24
Apply, Japan Welding Engineering Society, The Sanpo Inc., 11, 1-Chome, Kanda Sakuma Cho. Chiyoda-Ku, Tokyo, Japan.

LOUISVILLE: WOODWORKING MACHINERY AND FURNITURE SUPPLY SHOW – September
Apply, M. C. Park Esq., 666 Lake Shore Drive, Chicago, Illinois 60611.

CHICAGO: AMERICAN SOCIETY FOR METALS EXPOSITION – October 19-23
* Apply, W. J. Hilty, American Society for Metals, Metals Park, Ohio 44073.

Fancy Goods, Jewellery and Giftware

SAN FRANCISCO: GIFT SHOW – February 2-5
Apply, Western Merchandise Exhibitors Association, 1355 Market Street, San Francisco 3, California.

TORONTO: GIFT SHOW – February 16-19
Apply, Angus Baxter, VP, 443 Mount Pleasant Road, Toronto, Ontario.

DALLAS: DALLAS TRADE MART GIFT SHOW – February 16-21
Apply, Jim W. Wray Jr., Manager, 3000 Trade Mart, Dallas.

BOSTON: GIFT SHOW – March 2-6
Apply, Donald C. Little Management, 220, Fifth Avenue, New York, NY 10001.

MONTREAL: GIFT SHOW – March 10-13
Apply, National Gift Shows, Seccombe House, 443 Mount Pleasant Road, Toronto 7, Ontario.

MONTREAL: INTERNATIONAL GIFTWARE EXHIBITION – June 3-7
Apply, P. Box Esq., International Fair Promotions Co. Ltd., Place Bonaventure, Montreal, 3 PQ Canada.

DALLAS: DALLAS TRADE MART GIFT SHOW – August 31-September 5
Apply, Jim W. Wray Jr., Manager, 3000 Trade Mart, Dallas.

BOSTON: GIFT SHOW – March 2-6, September 12—16
Apply, Donald C. Little Management, 220 Fifth Avenue, New York, NY 10001.

TORONTO: GIFT SHOW – September 29-October 2
Apply, Angus Baxter, VP, 443 Mount Pleasant Road, Toronto, Ontario.

Foodstuffs, Food Machinery, Hotel and Catering Equipment

CHICAGO: ANNUAL NATIONAL RESTAURANT CONVENTION AND EXPOSITION – HOTELARAMA – May 26-29
Apply, Jerry Flaherty, Director, 1530 North Lake Shore Drive, Chicago, Illinois 60610.

Footwear

NEW YORK: NATIONAL SHOE FAIR OF AMERICA – March
Apply, Edward A. Launzel, Manager, Park Sheraton, 56th Street and 7th Avenue, New York, NY.

ATLANTIC CITY: FOOTWEAR MANAGEMENT CONFERENCE AND EXHIBITION – June 5-7
Apply, Louise Collins, Exhibition Manager, 342 Madison Avenue, New York, NY 10017.

MONTREAL: CANADIAN SHOE AND LEATHER FAIR – September 28-30
Apply, Jean-Guy Maheur, General Manager, 1010 Ste Catherine W. Montreal 2, Quebec.

CHICAGO: NATIONAL SHOE FAIR OF AMERICA – October 5-8
Apply, Edward A. Launzel, Manager, Park Sheraton, 56th Street and 7th Avenue, New York, NY.

NEW YORK: NATIONAL SHOE FAIR OF AMERICA – November
Apply, Edward A. Launzel, Manager, Park Sheraton, 56th Street and 7th Avenue, New York, NY.

Furniture, Furnishings, Household Equipment and Hardware

CHICAGO: NATIONAL HOUSEWARES EXHIBITION – January 13-17
Apply, National Housewares Manufacturers Association, 1130 Merchandise Mart, Chicago, Illinois 60654.

TORONTO: CANADIAN HARDWARE SHOW – February 3-6
Apply, V. G. Taylor, Manager, 890 Merton Street, Toronto 7, Ontario.

OSAKA: FURNITURE SHOW – July
Apply, Osaka Furniture Dealers Co-operative Union, Nanba-Kaikan Building, 1510, Kawara-machi, Minami-Ku, Osaka.

Hospital, Medical, Surgical and Dental Equipment

TORONTO: ANNUAL CONVENTION, THE ONTARIO MEDICAL ASSOCIATION – May
* Apply, A. K. Gillies, Executive Secretary, Ontario Medical Association, 244 St. George Street, Toronto, Canada.

TORONTO: ANNUAL CONVENTION – ONTARIO DENTAL ASSOCIATION – May 18-21
* Apply, Mrs. W. C. Durham, Secretary-Treasurer, The Ontario Dental Association, 230 St. George Street, Toronto 5, Ontario.

MONTREAL: INTERNATIONAL SURGICAL, MEDICAL AND DENTAL EQUIPMENT EXHIBITION – June 14-17
Apply, P. Box Esq., International Fair Promotions Co. Ltd., Place Bonaventure, Montreal, 3 PQ Canada.

CHICAGO: HOSPITAL AND MEDICAL EQUIPMENT EXHIBITION – August 18-21
Apply, The American Hospital Association, 840 North Lake Shore Drive, Chicago, Illinois 60611.

TOKYO: 12TH INTERNATIONAL CONGRESS OF RADIOLOGY – October 6-11
Apply, Dr. Tadashi Adachi, Secretary General, 12th International Congress of Radiology, CPO Box 1910, Tokyo, Japan.

Laundry and Allied Services

DETROIT: NATIONAL INSTITUTE OF DRYCLEANING – March 3-8
* Apply, George P. Fulton, GM, 909 Burlington Avenue, Silver Spring, Md. 20910.

ATLANTIC CITY: LAUNDRY AND DRY CLEANING SHOW – March 5-9
Apply, G. P. Fulton Esq., 909 Burlington Avenue, Silver Spring, Md. 20910.

Motor Vehicles, Motor Cycles and Cycles

MIAMI: INTERNATIONAL AUTO SHOW – February
Apply, Manuel Sherman, 1300 Boylston Street, Chestnut Hill, Mass.

CHICAGO: AUTOMOBILE SHOW – February-March
Apply, Edward L. Cleary, 35, E Wacker Drive, Chicago, Illinois.

CHICAGO: INTERNATIONAL AUTOMOTIVE SERVICE INDUSTRIES SHOW – February 26-28
Apply, H. Erickson Junior, Show Manager, 28E Jackson Boulevard, Chicago, Illinois, 60604.

MELBOURNE: INTERNATIONAL MOTOR SHOW – March 6-15
Apply, International Motor Show, 51 William Street, Melbourne.

NEW YORK: INTERNATIONAL BICYCLE AND MOTORCYCLE SHOW – March 9-13
Apply, International Trade Shows, 545 Fifth Avenue, New York, NY 10017.

DAYTONA: INTERNATIONAL MOTOR CYCLE SHOW – March 11-15
Apply, S. Malphurs Esq., Daytona International Motorcycle Show, 9 Classics Programme, PO Box 1625, Daytona Beach, Florida 32015.

NEW YORK: INTERNATIONAL AUTOMOBILE SHOW – March-April
Apply, Chas. Snitow Management, 331 Madison Avenue, New York City, NY.

LOS ANGELES: INTERNATIONAL CUSTOM CAR AND MOTORCYCLE SHOW – April
Apply, R. Gary Canning, PO Box 400 Maywood, California.

LOS ANGELES: IMPORTED AUTOMOBILE AND SPORTS CAR SHOW – May-June
Apply, Imported Automobile and Sports Car Show, 8533 Sunset Boulevard, Los Angeles, California.

JOHANNESBURG: THE MOTOR TRADE SHOW (MILNER PARK) – November 17-22
Apply, South African Exhibition Organisers (Pty.) Ltd., CPO Box 2900, Johannesburg.

Music and Musical Instruments

CHICAGO: NATIONAL ASSOCIATION OF MUSIC MERCHANTS ANNUAL CONVENTION AND MUSIC SHOW – June 22-26
* Apply, Mr. Foster Lee, Show Manager, National Association of Music Merchants, 222 West Adams Street, Chicago, Illinois, 60606.

Office Machinery and Equipment

SYDNEY: BUSINESS EFFICIENCY FAIR – May
Apply, Exhibition Promotions Pty. Ltd., PO Box 4292, GPO Sydney.

TOKYO: 36TH BUSINESS SHOW – May
Apply, Nippon Office Management Association, 1 Ginza, 2 Chome, Chuo-Ku, Tokyo.

TORONTO: CANADIAN NATIONAL BUSINESS SHOW – September
Apply, G. Smedmor Esq., 1819 Yonge Street, Toronto 7, Ontario.

Packaging Machinery and Materials, including Containers

ANAHEIM: NATIONAL ELECTRONIC PACKAGING AND PRODUCTION CONFERENCE (NEP-CON WEST) – February 11-13
Apply, Jerome H. Browne, President, National Exposition Co., 14 W 40th Street, New York, NY 10017.

NEW YORK: AMERICAN NATIONAL PACKAGING EXHIBITION – May
Apply, Clapp and Poliak Inc., 341 Madison Avenue, New York, NY 10017.

Mr. Anthony Crosland, President of the Board of Trade (left), cutting the tape to open the British Engineering Exhibition in Copenhagen. With him is Mr. Nyboe Andersen, Danish Minister of Trade. Business worth £1¼ million was done by British firms at the exhibition, which was organized by the British Mechanical Engineering Federation, the British Electrical and Allied Manufacturers' Association and the London Chamber of Commerce in conjunction with the Board of Trade.

PHILADELPHIA: NATIONAL ELECTRONIC PACKAGING AND PRODUCTION CONFERENCE – June 10-12
Apply, Jerome H. Browne, President, National Exposition Co., 14 W 40th Street, New York, NY 10017.

MELBOURNE: THE 3RD WORLD CONTAINERAISATION AND SERVICES EXHIBITION – June 23-27
Apply, Industrial and Trade Fairs Pty. Ltd., Third Floor, ADC House, 77 Pacific Highway, North Sydney, NSW.

MINNEAPOLIS: UPPER MIDWEST PACKAGING AND HANDLING EXPOSITION – October 20-22
Apply, Harry Cory Trade Shows Inc., 1441 Northwestern Bank Building, Minneapolis, Minnesota 55402.

Photographic Equipment

NEW YORK: UNIVERSE OF PHOTOGRAPHY (PHOTO EXPO '69) – June 7-15
Apply, J. Morris Esq., National Association of Photographic Manufacturers, 10 Rockefeller Plaza, New York City 10020.

Pottery and Glassware

ATLANTIC CITY: CHINA AND GLASS SHOW – January
Apply, Walter Nelson Esq., 71 W 23rd Street, New York.

Printing Stationery and Printing Machinery

CHICAGO: INTERNATIONAL PRINTING AND ALLIED TRADES EXHIBITION – 'PRINT 69' – June
Apply, Show Company, 1605 North Cahuenga Boulevard, Los Angeles, California 90028.

Scientific Instruments and Nuclear Equipment

MONTREAL: CANADIAN NUCLEAR ASSOCIATION; 'ATOM SHOW '69' – June 8-11
Apply, R. F. Gross, 19 Richmond Street, West Toronto 1, Ontario, Canada.

SAN FRANCISCO: ATOMFAIR – December 1-5
* Apply, Jerome H. Browne, President, National Exposition Co., 14 W 40th Street, NYC 10018.

Ships and Boats

NEW YORK: NATIONAL BOAT SHOW – January 22-February 2
Apply, Jos E. Choate Adm VP, 420 Lexington Avenue, Room 2720, New York, 10017.

MIAMI: MIAMI INTERNATIONAL BOAT SHOW – February 21-26
Apply, J. Rogers Esq., 1333 South Miami Avenue, Miami, Florida 33130.

MELBOURNE: NATIONAL BOAT SHOW AND SPORTING EXHIBITION (INCLUDES CARAVANS, CAMPING AND TRAVEL EQUIPMENT) – July 17-26
Apply, Exhibition Promotions Pty. Ltd., 415 Bourke Street, Melbourne.

Sports Goods and Camping Equipment, including Caravans

CHICAGO: NATIONAL SPORTING GOODS SHOW – February
Apply, G. M. Shutt Esq., 23 E Jackson Boulevard, Chicago, Illinois, 60604.

HOUSTON: NATIONAL SPORTING GOODS SHOW – February 2-6
Apply, G. M. Shutt Esq., 23 E Jackson Boulevard, Chicago, Illinois 60604.

TORONTO: CANADIAN NATIONAL SPORTSMEN'S SHOW – March 14-22
Apply, Canadian National Sportsmen's Show, 85 King Street, E Toronto 1.

Toys and Games

MONTREAL: CANADIAN TOY FAIR – February 27-March 6
Apply, W. Griffith, Secretary, Room 1307, 67 Yonge Street, Toronto, W.

NEW YORK: INTERNATIONAL TOY AND TRADE FAIR – March 9-13
Apply, G. Neuburger, 545 5th Avenue, New York, NY 10017.

SYDNEY: INTERNATIONAL TOY FAIR – March 16-20
Apply, The Organizer, International Toy Fair (1969) Australian British Trade Association, 4 Bridge Street, Sydney, NSW.

Other Specialized Fairs

TORONTO: 5TH CANADIAN EDUCATION SHOWPLACE – January
Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

MONTREAL: INTERNATIONAL LACE AND EMBROIDERY EXHIBITION – March 10-14
Apply, P. Box Esq., International Fair Promotions Co. Ltd., Place Bonaventure, Montreal 3, PQ Canada.

NEW YORK: THE INTERNATIONAL BEAUTY SHOW – March 16-19
Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

NEW YORK: THE NEW YORK PREMIUM SHOW – April
Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

TORONTO: ANNUAL CONFERENCE – INDUSTRIAL ACCIDENT PREVENTION ASSOCIATION – April 21-22
Apply, D. E. Ireland Esq., Manager Public Service Department, Industrial Accident Prevention Associations, 90 Harbour Street, Toronto 1, Ontario.

PHILADELPHIA: NATIONAL EDUCATION ASSOCIATION OF THE UNITED STATES – June 29-July 4
Apply, Dr. R. E. Carpenter, Assistant Executive Secretary, 1201 16th Street NW, Washington DC 20036.

JOHANNESBURG: THE MINING EXHIBITION (MILNER PARK) – August 18-23
Apply, South African Exhibition Organisers (Pty.) Ltd., CPO Box 2900, Johannesburg.

NEW YORK: NATONAL TRADE SHOW OF THE PET INDUSTRY – September
Apply, Pet Industry's National Trade Show Inc., 431 Chauncey Street, Brooklyn, New York.

1970 General

TRIPOLI: INTERNATIONAL TRADE FAIR – February 28-March 20
* Apply, Tripoli International Trade Fair, Giaddat O Muktar Tripoli, PO Box 891, Tripoli.

OSAKA: JAPAN WORLD EXPOSITION – March 15-September 13
Apply, Japan Association for the 1970 World Exposition, Mido Building, 27 Hommachi 4-Chome, Higashi-Ku, Osaka.

OSAKA: INTERNATIONAL TRADE FAIR – April
Apply, Mr. Shozo Matsuda, Secretary General, Fair Commission, Honmachi-Bashi, Higashi-Ku, Osaka, Japan.

TEL AVIV: INTERNATIONAL TRADE FAIR – June-July
† Apply, Mr. A. Burke, Anglo-Israel Chamber of Commerce, Kerr House, 36 Kingsway, London, WC2 (Tel. Holborn 9696).

1970 Specialized

Office Machinery and Equipment

MELBOURNE: BUSINESS EFFICIENCY FAIR – May
Apply, Exhibition Promotions Pty. Ltd., 415 Bourke Street, Melbourne.

Printing, Stationery and Printing Machinery

SYDNEY: PACKAGING AND PRINTING INDUSTRIES EXHIBITION 'PACK-PRINT' – May 11-15
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1.

Other Specialized Fairs

TORONTO: CANADIAN ASSOCIATION OF PURCHASING AGENTS (QUEEN ELIZABETH HOTEL) – May
* Apply, W. A. Small, Managing Director, 375 Bay Street, Toronto 1, Ontario, (366-3043).

1971 General

ACCRA: INTERNATIONAL TRADE FAIR – February
Apply, Ghana International Trade Fair, Ministry of Trade, PO Box M47, Accra.

1971 Specialized

Foodstuffs, Food Machinery, Hotel and Catering Equipment

DETROIT: INTERNATIONAL BREWERY INDUSTRY EXHIBITION – September
Apply, Andrew Bartlett and Associates, 1849 W 24th Street, Cleveland, Ohio.

SECTION IV

Trade Fairs and Exhibitions in the United Kingdom

1968 General

LONDON: SOVIET INDUSTRIAL AND TRADE EXHIBITION – August 6-24. At Earls Court
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

BRIGHTON: 4TH FRANCO-BRITISH FAIR – September 7-15. At Metropole Exhibition Halls
† Apply, Federation of Sussex Industries Ltd., Seven Dials Corner, Brighton 1, Sussex (Tel. Brighton 26189).

SCARBOROUGH: INSTITUTE OF PURCHASING AND SUPPLY MINIBITION – October 3-5. At Grand Hall
* Apply, Institute of Purchasing and Supply, York House, Westminster Bridge Road, London, SE1 (Tel. 01-928 1851).

1968 Specialized

Agriculture, Forestry, Fishing, Agricultural Machinery

HARROGATE: GREAT YORKSHIRE SHOW – July 9-11. At Permanent Showground
* Apply, Yorkshire Agricultural Society, Clifton field, Shipton Road, York (Tel. York 23166).

BUILTH WELLS: ROYAL WELSH SHOW – July 23-25. At Llanelwedd, Builth Wells
* Apply, Royal Welsh Agricultural Society Ltd., Llanelwedd, Builth Wells, Brecs. (Tel. Builth Wells 3183).

LONDON: ROYAL INTERNATIONAL DAIRY SHOW – October 19-23. At Olympia
* Apply, Royal Association of British Dairy Farmers, 17 Devonshire Street, London, W1 (Tel. 01-580 6903).

LONDON: ROYAL SMITHFIELD SHOW AND AGRICULTURAL MACHINERY EXHIBITION – December 2-6. At Earls Court
* Apply, Smithfield Show Joint Committee, 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

LONDON: INTERNATIONAL POULTRY SHOW – December 4-6. At Olympia
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

Aircraft and Aeronautical Equipment

FARNBOROUGH: FLYING DISPLAY AND EXHIBITION – September 16-22. At Royal Aircraft Establishment
† Apply, The Society of British Aerospace Companies, 29 King Street, London, SW1 (Tel. 01-839 3231).

Building, Public Works and Construction Equipment

MANCHESTER: 27TH BUILDING TRADES EXHIBITION – October 8-19. At City Hall
† Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3 (Tel. 061-832 6363).

LONDON: PUBLIC WORKS AND MUNICIPAL SERVICES CONGRESS AND EXHIBITION – November 11-16. At Olympia
† Apply, Municipal Agency Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

Chemicals and Allied Industries, including Plastics

LONDON: THE REINFORCED PLASTICS EXHIBITION – November 12-15. At Earls Court
† Apply, Technical Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

Clothing

HARROGATE: MENSWEAR ASSOCIATION OF BRITISH CONVENTION AND EXHIBITION – October 7-10. At Exhibition Hall
* Apply, Menswear Association of Britain Ltd., 293 Regent Street, London, W1 (Tel. 01-580 2918).

LONDON AND PROVINCES: BRITISH FASHION WEEKS – October 9-November 30. Fashion parades at various dates throughout the period
Apply, Mr. H. Goodier, MBE, Apparel and Fashion Industry's Association, 92 New Cavendish Street, London, W1 (Tel. 01-580 3353).

LONDON: 33RD JUNIOR FASHION FAIR – October 21-24. At RHS Old Hall, SW1
* Apply, National Children's Wear Association, 40/42 Oxford Street, London, W1 (Tel. 01-636 1833/4).

LONDON: 19TH PRESENTATION OF CHILDREN'S AND TEENAGE FASHIONS – October 21-24. At Royal Institute Galleries, Piccadilly, W1
* Apply, Teenage, Infants' and Girls' Fashion Fair Organization, 92 New Cavendish Street, London, W1 (Tel. 01-580 5036).

ALSO INCORPORATING: LONDON FASHION EXPORT WEEKS – October 21-November 2
* Apply, Clothing Export Council, 54 Grosvenor Street, London, SW1 (Tel. 01-493 8882).

Engineering, Electrical and Electronic, including Radio and Television

HARROGATE: THE MAJESTIC EXHIBITION OF FINE LIGHTING – July 15-18. At Hotel Majestic
* Apply, The Decorative Lighting Manufacturers Association, 25 Dalling Road, London, W6 (Tel. 01-748 0200).

Engineering, Other

LONDON: INTERNATIONAL MACHINE TOOL EXHIBITION – June 27-July 11. At Olympia
Apply, The Secretary, Machine Tool Trades Association, 25/28 Buckingham Gate, London, SW1 (Tel. 01-834 7542).

LONDON: FLUID POWER INTERNATIONAL EXHIBITION – September 9-13. At Olympia
† Apply, Commercial Exhibitions Ltd., The Tower, 229/243 Shepherds Bush Road, Hammersmith, London, W6 (Tel. 01-748 3071).

LONDON: EIA 21ST ENGINEERING EXHIBITION – October 15-18. At RHS New Hall, SW1
* Apply, Engineering Industries Association, 3-7 Portman Square, London, W1 (Tel. 01-935 2241).

LONDON: ENGINEERING MATERIALS AND DESIGN EXHIBITION – December 2-6. At Olympia
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

Fancy Goods, Jewellery and Giftware

LONDON: 10TH WHOLESALE BUYERS' GIFTS FAIR – December 8-12. At Mount Royal Hotel, W1
* Apply, Trade Promotion Services Ltd., Frankland Moore House, 185/187 High Road, Chadwell Heath, Essex (Tel. 01-599 0175-8).

Foodstuffs, Food Machinery, Hotel and Catering Equipment

LONDON: LONDON INTERNATIONAL FOOD AND DRINK FAIR – September 5-14. At Olympia
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

LONDON: 6TH FOOD PROCESSING, PACKAGING AND MACHINERY EXHIBITION – FOODPACK INTERNATIONAL 68 – October 15-18. At Alexandra Palace, N22
† Apply, BPS Exhibitions Ltd., 6 London Street, London, W2 (Tel. 01-723 6672/3).

Footwear

LONDON: SPRING SHOES EXHIBITION – October 6-9. At Mount Royal Hotel, W1
* Apply, British Footwear Manufacturers Federation, 72 Dean Street, London, W1 (Tel. 01-437 5573).

Furniture, Furnishings, Household Equipment and Hardware

MANCHESTER: THE 1968 BRITISH FURNITURE MANUFACTURERS MANCHESTER EXHIBITION – August 12-15. At Belle Vue and City Hall.
* Apply, BFM Exhibitions Ltd., 17 Berners Street, London, W1 (Tel. 01-580 5115).

HARROGATE: NORTHERN FLOOR COVERINGS FAIR – September 10-13. At the Exhibition Centre
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

Handicrafts

LONDON: 16TH INTERNATIONAL HANDICRAFTS AND DO-IT-YOURSELF EXHIBITION – August 30-September 14. At Olympia
* Apply, A. J. Kreps Esq., Link House Publications, Link House, Dingwall Avenue, Croydon, CR9 2TA (Tel. 01-686 2599).

LONDON: 4TH DO-IT-YOURSELF TRADEX – September 3, 4, 5 and 10, 11, 12. At Olympia
* Apply, A. J. Kreps Esq., Link House Publications, Link House, Dingwall Avenue, Croydon, CR9 2TA (Tel. 01-686 2599).

MANCHESTER: DO-IT-YOURSELF EXHIBITION – November 5-16. At City Hall
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, 3 (Tel. 061-832 6363).

Heating and Ventilating

MANCHESTER: 8TH NATIONAL DOMESTIC HEATING AND INSULATION IN-THE-HOME EXHIBITION – September 10-14. At Free Trade Hall
* Apply, John Clarke (Press Representations) Ltd., 11/13 Bridge Street West, Manchester 3 (Tel. 061-834 6182 and 4370).

Hospital, Medical, Surgical and Dental Equipment

LONDON: 4TH WORLD CONGRESS OF ANAESTHESIOLOGISTS AND TECHNICAL EXHIBITION – September 9-13, At Royal Festival Hall
* Apply, Doctor Enderby, The London Clinic, 20 Devonshire Place, London, W1 (Tel. 01-935 4444).

BLACKPOOL: ASSOCIATION OF PUBLIC HEALTH INSPECTORS CONFERENCE AND EXHIBITION – September 16-20. At Winter Gardens
* Apply, Municipal and Industrial Exhibition Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

Motor Vehicles, Motor Cycles and Cycles

LONDON: INTERNATIONAL COMMERCIAL MOTOR TRANSPORT EXHIBITION – September 20-28. At Earls Court
* Apply, A. A. Goode, Esq., Society of Motor Manufacturers and Traders Ltd., 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

LONDON: 53RD INTERNATIONAL MOTOR SHOW – October 16-26. At Earls Court
* Apply, Society of Motor Manufacturers and Traders Ltd., 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

Music and Musical Instruments

LONDON: BRITISH MUSICAL INSTRUMENT TRADE FAIR – August 18-22. At Russell Hotel, WC1
* Apply, Association of Musical Instrument Industries, 8 Hollywood Way, Woodford Green, Essex (Tel. 01-527 1171).

Office Machinery and Equipment

LONDON: BUSINESS EFFICIENCY EXHIBITION – September 30-October 9. At Olympia
* Apply, Business Equipment Trade Association, 109 Kingsway, London, WC2 (Tel. 01-405 6233).

Ships and Boats

LONDON: SHIPS GEAR INTERNATIONAL – July 29-August 2. At Olympia
* Apply, Municipal and Industrial Exhibitors Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

Sports Goods and Camping Equipment, including Caravans

LONDON: 1968 INTERNATIONAL CARAVAN AND CAMPING EXHIBITION – November 6-16. At Earls Court
* Apply, Daily Mail, Exhibition Department, Temple House, Temple Avenue, London, EC4 (Tel. 01-353 6000).

LONDON: CAMPING AND SPORTS EQUIPMENT TRADE FAIR – November 10-14. At Alexandra Palace, N22
* Apply, Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W2 (Tel. 01-262 2886).

LONDON: BRITISH SPORTS TRADE FAIR – November 11-14. At Mount Royal Hotel, W1
† Apply, Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, London, W1 (Tel. 01-437 7281).

Other Specialized Fairs

LEAMINGTON SPA: KNITTING AND HABERDASHERY TRADE FAIR – July 15-18. At Pump Gardens
* Apply, A. S. Damery, Knitting and Haberdashery Review, 222 Strand, London, WC2 (Tel. 01-353 1253/4).

HARROGATE: 18TH NORTHERN ANTIQUE DEALERS FAIR – September 5-12. At Royal Hall
* Apply, The Secretary, Northern Antique Dealers Fair Ltd., 408 Leeds Road, Bradford 3 (Tel. Bradford 23223).

MANCHESTER: INDUSTRIAL EQUIPMENT AND SERVICES EXHIBITION – September 16-21. At City Hall
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3 (Tel. 061-832 6363).

LONDON: AUTUMN ANTIQUES FAIR – September 18-28. At Chelsea Old Town Hall
* Apply, Antique Dealers (Exhibitors and Organisers) Ltd., 21 George Street, St. Albans, Herts (Tel. St. Albans 56069).

LEEDS: THE CLUB TRADE FAIR – October 15-19. At Queens Hall
* Apply, UTP Exhibitions Ltd., Racquet Court, Fleet Street, London, EC4 (Tel. 01-353 6444).

LONDON: NATIONAL EXHIBITION OF CAGE BIRDS – December 5-7. At Alexandra Palace, N22
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

1969 General

EASTBOURNE: INSTITUTE OF PURCHASING AND SUPPLY MINIBITION – September 25-28. At Floral Hall
* Apply, Institute of Purchasing and Supply, York House, Westminster Bridge Road, London, SE1 (Tel. 01-928 1851).

1969 Specialized

Agriculture, Forestry, Fishing, Agricultural Machinery

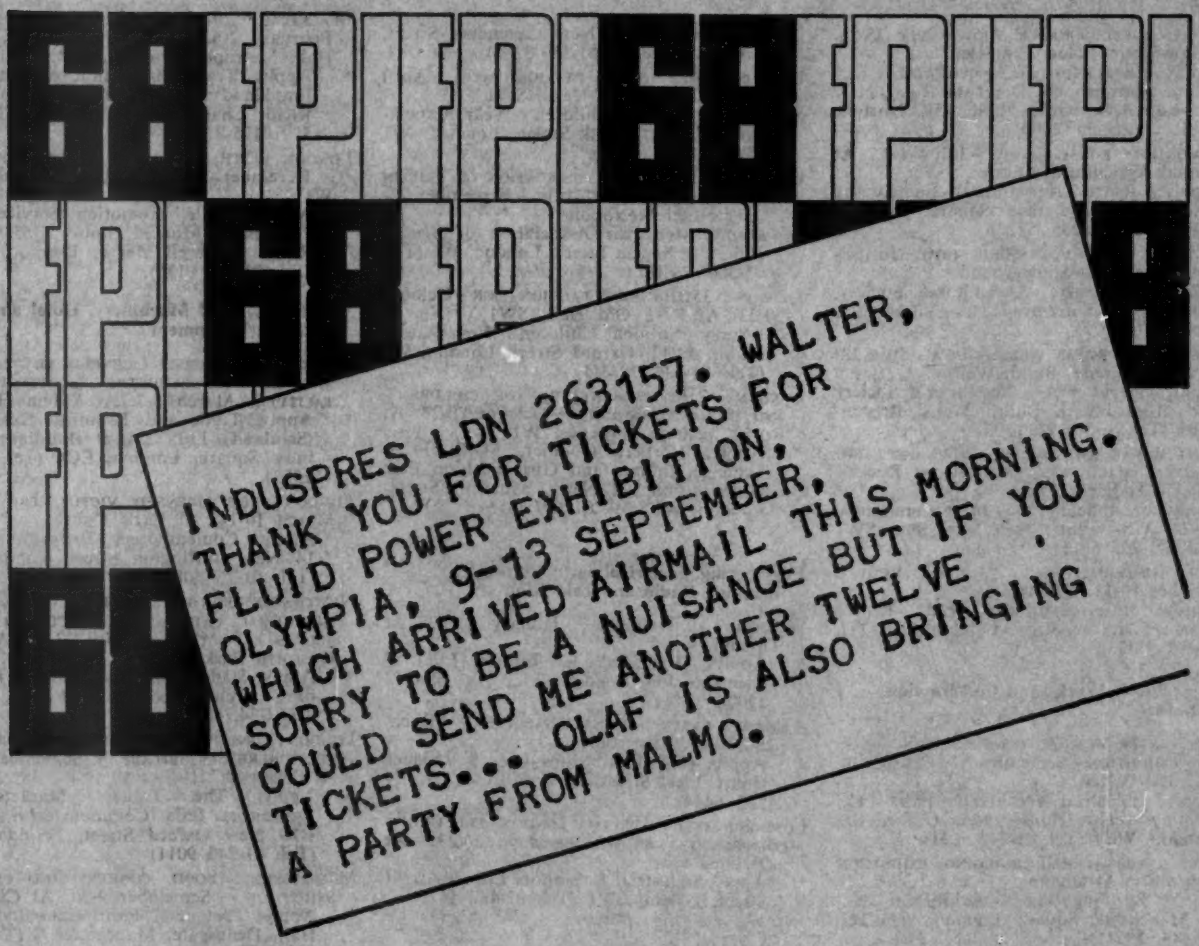
BELFAST: 102ND ANNUAL SHOW AND INDUSTRIAL EXHIBITION – May 21-24. At Balmoral Show Grounds
* Apply, Royal Ulster Agricultural Society, The Kings Hall, Balmoral, Belfast BT9 6GW (Tel. Belfast 665225).

SHEPTON MALLET: BATH AND WEST SHOW – May 28-31. At Shepton Mallet
* Apply, Major The Lord Darling, Bath and West and Southern Counties Society, 3 Pierrepont Street, Bath (Tel. Bath 3010).

LONDON: WORLD FISHING EXHIBITION – May 28-June 3. At Olympia
† Apply, Commercial Exhibitions Ltd., The Towers, Shepherds Bush Road, London, W6 (Tel. 01-748 3071).

MALVERN: THREE COUNTIES AGRICULTURAL SHOW – June 10-12. At Permanent Showyard
* Apply, Glynne Hastings, Secretary, Three Counties Agricultural Society. Three Counties Showyard, Malvern, Worcestershire (Tel. Malvern 61731).

EDINBURGH: ROYAL HIGHLAND SHOW – June 17-20. At Ingliston
* Apply, The Royal Highland and Agricultural Society of Scotland, 8 Eglinton Crescent, Edinburgh, 12 (Tel. 031-225 6106/7).


INDUSPRES LDN 263157. WALTER,
THANK YOU FOR TICKETS FOR
FLUID POWER EXHIBITION,
OLYMPIA, 9-13 SEPTEMBER,
WHICH ARRIVED AIRMAIL THIS MORNING.
SORRY TO BE A NUISANCE BUT IF YOU
COULD SEND ME ANOTHER TWELVE
TICKETS... OLAF IS ALSO BRINGING
A PARTY FROM MALMO.

Executive engineers from all industries will be coming to London for the 1968 FLUID POWER INTERNATIONAL EXHIBITION and Conference 9-13 September, 1968

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FLUID POWER INTERNATIONAL Exhibition,
The Tower, 229-243 Shepherds Bush Road, London. W6

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COMPANY_____ ADDRESS_____

NATURE OF BUSINESS_____

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DATE_____ SIGNATURE_____

Kindly send me details of the International Fluid Power Conference ☐

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NORWICH: ROYAL NORFOLK SHOW – June 25-26. At Showground, New Costessey
* Apply, Royal Norfolk Agricultural Association, Showground, Dereham Road, New Costessey, Norwich, NOR 45J, Norfolk (Tel. Costessey 2000).

KENILWORTH: ROYAL SHOW – July 1-4. At National Agricultural Centre
* Apply, Royal Agricultural Society of England, 35 Belgrave Square, London, SW1 (Tel. 01-235 5323).

HARROGATE: GREAT YORKSHIRE SHOW – July 8-10. At Permanent Showground
* Apply, Yorkshire Agricultural Society, Cliftonfield, Shipton Road, York (Tel. York 23166).

BUILTH WELLS: ROYAL WELSH SHOW – July 22-24. At Llanelwedd, Builth Wells
* Apply, Royal Welsh Agricultural Society Ltd., Llanelwedd, Builth Wells, Breconshire (Tel. Builth Wells 3183).

LONDON: ROYAL SMITHFIELD SHOW AND AGRICULTURAL MACHINERY EXHIBITION – December 8-12. At Earls Court
* Apply, Smithfield Show Joint Committee, 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

LONDON: INTERNATIONAL POULTRY SHOW – December 10-12. At Olympia
* Apply, Iliffe Exhibition Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

Building, Public Works and Construction Equipment

LONDON: INTERNATIONAL CONSTRUCTION EQUIPMENT EXHIBITION – September 29-October 4. At Crystal Palace
† Apply, Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford St., London, WC1 (Tel. 01-242 9011).

LONDON: INTERNATIONAL BUILDING EXHIBITION – November. At Olympia
† Apply, Building Trades Exhibition Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

Chemicals and Allied Industries, including Plastics

LONDON: OCCA 21ST TECHNICAL EXHIBITION – March 24-28. At Alexandra Palace, N22
* Apply, Oil and Colour Chemists Association, Wax Chandlers Hall, Gresham Street, London, EC2 (Tel. 01-606 1439).

LONDON: EFFLUENT AND WATER TREATMENT EXHIBITION AND CONFERENCE – March 25-28. At Earls Court
* Apply, Thunderbird Enterprises Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON: INTERNATIONAL PLASTICS EXHIBITION – INTERPLAS – June 18-27. At Olympia
† Apply, Iliffe Exhibitors Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

Clothing

LONDON: BRITISH GLOVE FAIR – February 17-19 At Londoner Hotel, W1
* Apply, Glove Guild of Great Britain, 9 St. Thomas Street, London, SE1 (Tel. 01-407 0471).

LONDON: INTERNATIONAL MEN'S AND BOYS' WEAR EXHIBITION (IMBEX) – February 24-28. At Earls Court
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

LONDON: 20TH PRESENTATION OF CHILDREN'S AND TEENAGE FASHIONS – April 21-24. At Royal Institute Galleries, W1
* Apply, Herbert Goodier, MBE, FCA, Teenage, Infants and Girls Fashion Fair Organization, 92 New Cavendish Street, London, W1 (Tel. 01-580 3353).

LONDON: 34TH JUNIOR FASHION FAIR – April 21-24. At RHS Old Halls, SW1
* Apply, National Children's Wear Association, 40/42 Oxford Street, London, W1 (Tel. 01-636 1833).

BRIGHTON: MENSWEAR ASSOCIATION OF BRITAIN CONVENTION AND EXHIBITION – September 23-25. At Hotel Metropole
* Apply, Menswear Association of Britain Ltd., 293 Regent Street, London, W1 (Tel. 01-580 2918).

LONDON: 35TH JUNIOR FASHION FAIR – October 20-23. At RHS Old Hall, SW1
* Apply, National Children's Wear Association, 40/42, Oxford Street, London, W1 (Tel. 01-636 1833/4).

LONDON: 21ST PRESENTATION OF CHILDREN'S AND TEENAGE FASHIONS – October 20-23. At Royal Institute Galleries, W1
* Apply, Herbert Goodier, MBE, FCA, Teenage, Infants and Girls Fashion Fair Organization, 92 New Cavendish Street, London, W1 (Tel. 01-580 3353).

Engineering, Electrical and Electronic, including Radio and Television

LONDON: LIGHTSHOW – January 13-17. At Olympia
* Apply, Technical Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON: LABEX INTERNATIONAL 1969 – March 25-29. At Earls Court
† Apply, UTP Exhibitions Ltd., 3 Racquet Court, Fleet Street, London, EC4 (Tel. 01-353 6444).

LONDON: INTERNATIONAL LONDON ELECTRONIC COMPONENTS SHOW – May 20-23. At Olympia
* Apply, Industrial Exhibitors Ltd., 9 Argyll Street, London, W1 (Tel. 01-437 1622).

Engineering, Other

LONDON: AUTOMATIC VENDING EXHIBITION – January 7-10. At Grosvenor House, Park Lane, W1
Apply, Trades Exhibitions Ltd., Exhibition House, Spriag Street, London, W2 (Tel. 01-262 2886).

LONDON: LONDON INTERNATIONAL ENGINEERING AND MARINE EXHIBITION AND THE INTERNATIONAL WELDING EXHIBITION – April 22-30. At Olympia
† Apply, F. W. Bridges & Sons Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

LONDON: INTERNATIONAL CHEMICAL AND PETROLEUM ENGINEERING EXHIBITION – April 22-30. At Earls Court
Apply, F. W. Bridges & Sons Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

LONDON: INTERNATIONAL RECLAMATION AND DISPOSAL EXHIBITION – July 14-18. At Olympia
* Apply, Maclaren & Sons Ltd., Davis House, 69/77 High Street, Croydon, Surrey. (Tel. 01-688 7788).

LONDON: EIA 22ND ENGINEERING EXHIBITION – October 14-17. At RHS New Hall, SW1
* Apply, Engineering Industries Association, 3-7 Portman Square, London, W1 (Tel. 01-935 2241).

LONDON: 3RD ENGINEERING INSPECTION AND QUALITY CONTROL EXHIBITION AND CONFERENCE (INSPEX '69) – November 10-13. At Royal Horticultural Halls
* Apply, Business Conferences & Exhibitions Ltd., Mercury House, Waterloo Road, London, SE1 (Tel. 01-928 3388).

Fancy Goods, Jewellery and Giftware

BLACKPOOL: 20TH INTERNATIONAL GIFTS FAIR – February 2-6. At Winter Gardens, Talbot Hall, Metropole and Imperial Hotels
* Apply, Trade Promotion Services Ltd., Frankland Moore House, 185/187 High Road, Chadwell Heath, Essex (Tel. 01-599 0175-8).

LONDON: 11TH WHOLESALE BUYERS GIFTS FAIR – December 7-11. At Mount Royal Hotel, W1
* Apply, Trade Promotion Services Ltd., Frankland Moore House, 185/7 High Road, Chadwell Heath, Romford, Essex (Tel. 01-599 0175).

Foodstuffs, Food Machinery, Hotel and Catering Equipment

GLASGOW: SCOTTISH LICENCED TRADE, HOTEL AND CATERING EXHIBITION (SCOTTISH HOSPITALITY) – March 3-7. At Kelvin Hall
* Apply, Trade and Technical Exhibitions (Scotland) Ltd., Dorset Buildings, Salisbury Square, London, EC4 (Tel. 01-353 1555).

LONDON: THE LICENSED VICTUALLERS FAIR – March 10-14. At Earls Court
* Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. 01-734 0855).

NEWCASTLE-UPON-TYNE: 4TH TYNESIDE HOTEL, INDUSTRIAL CATERING AND LICENSED VICTUALLERS EXHIBITION – April 22-25. At High Gosforth Park
* Apply, Slade Promotions Ltd., 52 Shaftesbury Avenue, London, W1 (Tel. 01-437 4260/734.7400).

LONDON: INTERNATIONAL BAKERS' AND CONFECTIONERS' EXHIBITION – September 6-11. At Olympia
* Apply, The Traders Markets and Exhibitors Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011)

MANCHESTER: FOOD, COOKERY AND CATERING EXHIBITION – September 9-20. At City Hall
† Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3 (Tel. 061-832 6363).

Footwear

BLACKPOOL: SLIPPER FAIR – January 20-22. At Imperial Hotel
* Apply, Shoe and Leather News (Exhibitors) Ltd., 84/88 Great Eastern Street, London, EC2 (Tel. 01-739 2071).

LONDON: AUTUMN SHOES EXHIBITION – March 23-26. At Hotel Russell, W1
* Apply, Shoe and Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London, EC2 (Tel. 01-739 2071).

LONDON: SPRING SHOES EXHIBITION – October 5-8. At Mount Royal Hotel, W1
* Apply, British Footwear Manufacturers Federation, 72 Dean Street, London, W1 (Tel. 01-437 5573).

Furniture, Furnishings, Household Equipment and Hardware

LONDON: INTERNATIONAL HARDWARE TRADES FAIR – January 27-31. At Olympia
* Apply, Universal Exhibitions Ltd., 9 Castle Place, High Wycombe, Bucks. (Tel. High Wycombe 21391/2).

LONDON: INTERNATIONAL FURNITURE SHOW – January 27-February 8. At Earls Court
* Apply, B.F.M. Exhibitions Ltd., Commonwealth House, 1/19 New Oxford Street, London, WC1 (Tel 01-242 9011).

LONDON: INTERNATIONAL CARPET, LINOLEUM AND FLOOR COVERINGS FAIR (CARPEX) – February 24-28. At Earls Court
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

LONDON: 'DAILY MAIL' IDEAL HOME EXHIBITION – March 3-29. At Olympia
* Apply, Associated Newspapers Ltd., Carmelite House, Carmelite Street, London, EC4 (Tel. 01-353 6000).

MANCHESTER: 'EVENING NEWS AND CHRONICLE' BRIGHTER HOMES EXHIBITION – March 11-29. At City Hall
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, 3 (Tel. 061-832 6363).

LONDON: INTERNATIONAL CONTRACT FURNISHING AND INTERIOR DECOR EXHIBITION – May 13-16. At Olympia
* Apply, Westbourne Exhibitions Ltd., Crown House, Morden, Surrey (Tel. 01-540 1101).

HARROGATE: THE NORTHERN FLOOR COVERINGS FAIR – September 9-12. At the Exhibition Centre
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

Handicrafts

LONDON: 17TH INTERNATIONAL HANDICRAFTS AND DO-IT-YOURSELF EXHIBITION – August 29-September 13. At Olympia
* Apply, A. J. Kreps, Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, CR9 2TA (Tel. 01-686 2599).

LONDON: 5TH DIY TRADEX – September 2, 3, 4, and 9, 10 and 11. At Olympia
* Apply, A. J. Kreps, Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, CR9 2TA (Tel. 01-686 2599).

Heating and Ventilating

MANCHESTER: 4TH INDUSTRIAL PROCESS HEATING EXHIBITION AND CONFERENCE (HEATEX '69) – June 2-6. At Belle Vue
* Apply, Business Conferences and Exhibitions Ltd., Mercury House, Waterloo Road, London, SE1 (Tel. 01-928 3388).

Hospital, Medical, Surgical and Dental Equipment

LONDON: INTERNATIONAL MEDICAL ENGINEERING AND AUTOMATION EXHIBITION – MEDIA 69 – March 10-14. At Earls Court
* Apply, Industrial Exhibitors Ltd., 9 Argyll Street, London, W1 (Tel. 01-437 1622).

LONDON: INTERNATIONAL HOSPITAL EQUIPMENT AND MEDICAL SERVICES EXHIBITION – June 2-6. At Olympia
† Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. 01-734 0855).

LONDON: THE BRITISH DENTAL TRADE EXHIBITION – October 8-12. At Alexandra Palace, N22
* Apply, The British Dental Trade Association, 14 Clifford Street, New Bond Street, London, W1 (Tel. 01-493 0844).

Laundry and Allied Services

LONDON: INTERNATIONAL COIN-OPERATED LAUNDRY, DRY CLEANING AND ALLIED TRADES EXHIBITION – March 21-26. At Earls Court.
Apply, F. W. Bridges & Sons Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011)

Leather, Leather Goods and Fur

LONDON: LEATHERGOODS, LUGGAGE AND HANDLING FAIR – February 9-13. At Mount Royal Hotel, W1
* Apply, The Leather Institute, Leather Trade House, 9 St. Thomas Street, London, SE1 (Tel. 01-407 1582).

Motor Vehicles, Motor Cycles and Cycles

LONDON: INTERNATIONAL RACING CAR SHOW – January 8-18. At Olympia
† Apply, A. A. Goode, Racing Car Show Joint Committee (Exhibition Dept.), 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

BRIGHTON: 1969 INTERNATIONAL CYCLE AND MOTOR CYCLE SHOW – April 5-12. At Metropole Exhibition Hall
* Apply, British Cycle and Motor Cycle Industries Association Ltd., Starley House, Eaton Road, Coventry (Tel. Coventry 27427).

LONDON: INTERNATIONAL MOTOR EXHIBITION – October 15-25. At Earls Court
* Apply, Society of Motor Manufacturers and Traders, Exhibition Dept., 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

Office Machinery and Equipment

LONDON: BUSINESS EFFICIENCY EXHIBITION – September 29-October 8. At Olympia
* Apply, Business Equipment Trade Association, 109 Kingsway, London, WC2 (Tel. 01-405 6233).

Packaging Machinery and Materials including Containers

LONDON: INTERNATIONAL FREIGHT CONTAINER EXHIBITION – September 22-26. At Earls Court
† Apply, Iliffe Exhibition Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333) or The Society of Motor Manufacturers and Traders, Exhibition Dept., 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

Photographic Equipment

LONDON: 4TH INTERNATIONAL REPROGRAPHIC EXHIBITION – REPRO 69 – March 10-14. At Earls Court
* Apply, Industrial Exhibitors Ltd., 9 Argyll Street, London, W1 (Tel 01-437 1622).

Printing, Stationery and Printing Machinery

LONDON: STATIONERY INDUSTRY EXHIBITION – STATINDEX – January 27-31. At Olympia
* Apply, The British Stationery and Office Equipment Association, 6 Wimpole Street, London, W1 (Tel. 01-589 9256).

Scientific Instruments and Nuclear Equipment

LONDON: THE PHYSICS EXHIBITION – March 10-13. At Alexandra Palace, N22
* Apply, The Exhibitions Officer, The Institute of Physics and The Physical Society, 47 Belgrave Square, London, SW1 (Tel. 01- 235 6111).

Ships and Boats

LONDON: INTERNATIONAL BOAT SHOW – January 1-11. At Earls Court
* Apply, National Boat Shows Ltd., 31 Great Queen Street, London, WC2 (Tel. 01-405 7481).

BIRMINGHAM: BOAT AND LEISURE LIFE EXHIBITION – February 15-March 1. At Bingley Hall
* Apply, Birmingham Boat Shows Ltd., 28 Colmore Circus, Birmingham 2. (Tel. 021-236 3366).

Sports Goods and Camping Equipment, including Caravans

LONDON: CAMPING AND OUTDOOR LIFE EXHIBITION (COLEX) – January 29-February 8. At Olympia
* Apply, Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W2 (Tel. 01-262 2886).

LONDON: 1969 INTERNATIONAL CARAVAN AND CAMPING EXHIBITION – November 12-22. At Earls Court
* Apply, Associated Newspapers Ltd., Carmelite House, Carmelite Street, London, EC4 (Tel. 01-353 6000).

Toys and Games

HARROGATE: INTERNATIONAL TOY FAIR – January 11-16. At Varies Venues
* Apply, The Secretary, Harrogate International Toy Fair Ltd., Finsbury Court, Finsbury Pavement, London, EC2 (Tel. 01-606 8921).

LONDON: AMUSEMENT TRADES EXHIBITION – January 14-16. At Alexandra Palace, N22
* Apply, Amusement Trades Exhibitors Ltd., 19 Charing Cross Road, London, WC2 (Tel. 01-930 2524).

BRIGHTON: 16TH BRITISH TOY FAIR – January 26-30. At Varies Venues
* Apply, J. A. Glanfield, British Toy Fair (International) Ltd., Regent House, 89 Kingsway, London, WC2 (Tel. 01-242 9158).

Watches and Clocks

LONDON: 12TH INTERNATIONAL WATCH AND JEWELLERY TRADE FAIR – September 15-19. At Earls Court
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

Other Specialized Fairs

LONDON: THE LONDON INTERNATIONAL INVENTIONS AND NEW PRODUCTS EXHIBITION AND CONFERENCE (LINPEX '69) – January 6-11. At Royal Horticultural Halls
* Apply, Business Conferences and Exhibitions Ltd., Mercury House, Waterloo Road, London, SE1 (Tel. 01-928 3388).

LONDON: 'STAMPEX' BRITAIN'S NATIONAL STAMP EXHIBITION – March 5-13. At RHS New Hall, SW1
* Apply, Philatelic Traders Society Ltd., 27 John Adam Street, London, WC2 (Tel. 01-930 6465/6).

LONDON: THE 10TH SPRING ANTIQUES FAIR – March 19-29. At Chelsea Old Town Hall
* Apply, Antique Dealers (Exhibitors and Organisers) Ltd., 21 George Street, St. Albans, Herts. (Tel. St. Albans 56069).

MANCHESTER: PORTS AND TERMINALS '69 EXHIBITION AND CONFERENCE – April 14-18. At Belle Vue
† Apply, Maclean Hunter Ltd., 30 Old Burlington Street, London, W1 (Tel. 01-437 0644).

HARROGATE: 1969 BRITISH PET TRADE FAIR – April 27-29. At Exhibition Centre
* Apply, Mr. John Yates, John Yates Publications, 53 Spring Gardens, Manchester, 2 (Tel. 061-236 3725).

LONDON: THE ANTIQUE DEALERS FAIR AND EXHIBITION – June 11-26. At Grosvenor House, Park Lane, W1
* Apply, John Stanford, Organising Secretary, Antique Dealers Fair and Exhibition, Grosvenor House, Park Lane, London, W1 (Tel. 01-499 6363).

LONDON: EXPORT SERVICES EXHIBITION – September 8-12. At Olympia
† Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, EC1 (Tel. 01-405 5171).

LONDON: 19TH AUTUMN ANTIQUES FAIR – September 17-27. At Chelsea Old Town Hall.
* Apply, Antique Dealers (Exhibitors and Organisers) Ltd., 21 George Street, St. Albans, Herts. (Tel. St. Albans 56069).

LONDON: NATIONAL EXHIBITION OF CAGE BIRDS – December 4-6. At Alexandra Palace, N22
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

1970 Specialized

Engineering, Electrical and Electronic, including Radio and Television

LONDON: ELECTRICAL ENGINEERS EXHIBITION – April 8-15. At Earls Court
† Apply, Electrical Engineers (ASEE) Exhibitions Ltd., 6 Museum House, 25 Museum Street, London, WC1 (Tel 01-636 3450).

Engineering, other

LONDON: MECHANICAL HANDLING EXHIBITION – May 5-15. At Earls Court
† Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

LONDON: THE GAUGE AND TOOL AND POWER PRESS EXHIBITION – May 27-June 5. At Olympia
* Apply, The Gauge and Tool Makers Association, Standbrook House, 2-5 Old Bond Street, London, W1 (Tel. 01-493 3457).

Packaging Machinery and Materials including Containers

LONDON: INTERNATIONAL PACKAGING EXHIBITION – June 22-26. At Earls Court
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

Other Specialized Fairs

LONDON: LONDON INTERNATIONAL STAMP EXHIBITION (PHILYMPIA 1970) – September 19-26. At Olympia
Apply, The London International Stamp Exhibition, 41 Devonshire Place, London, W1 (Tel. 01-486 1044).

1971 Specialized

Printing and Stationery

LONDON: INTERNATIONAL PRINTING MACHINERY AND ALLIED TRADES EXHIBITION – IPEX – July 13-24. At Olympia and Earls Court
Apply, F. W. Bridges & Sons Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

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NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 – Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1 (Leeds 38232 - Telex Econ Plan 55472 - message to be prefixed For COI)

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham. (Nottingham 46121 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58911 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P T. Ede, Market Place House, Reading. (Reading 55621 - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, The Pithay, Bristol, 1. (Bristol 21071 – Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15. (Birmingham Mid 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza. Manchester, 1. (Deansgate 9111 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501). *District Office:* 314 St. Vincent Street, Glasgow, C3. (Central 5670 – Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 – Telex 49327).

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Table 2a. Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 2	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,112	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019	1,028	1,041	1,041	1,046							
Other instalment credit retailers*	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188							
Grand Total	1966	1,374	1,367	1,357	1,360	1,370	1,363	1,362	1,335	1,307	1,284	1,272	1,261
	1967	1,231	1,207	1,186	1,175	1,167	1,163	1,166	1,164	1,166	1,182	1,210	1,226
	1968	1,215	1,219	1,230	1,231	1,234							

*Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

Durable goods shops and department stores

Instalment credit sales by durable goods shops in May, as in April, were only a little higher than in the corresponding month last year. The increase of 3 per cent over a year earlier was well below the 38 per cent increase recorded in the first quarter of 1968. Instalment credit sales by furniture shops were 6 per cent above their level in May 1967, marginally higher than the April experience, while instalment credit sales by other durable goods shops were 3 per cent higher than in May last year following a 2 per cent decrease in April.

Instalment credit sales by department stores were 5 per cent higher than in May last year, following an increase of 7 per cent in April much smaller increases than in the first quarter of this year.

On a seasonally adjusted basis, the debt owed to durable goods shops and department stores showed no significant change during May.

Other instalment credit retailers

Instalment credit sales by general mail order houses were 7 per cent higher than in May last year. While the monthly increases on a year earlier for mail order houses are somewhat erratic, the average rate of growth for the first five months of this year has been 8 per cent. The instalment credit sales of the other two kinds of business in this group were both below the level of May last year. The debt outstanding to this group of retailers fell by £2 million during May.

Table 3. Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended: By Shops (a)	By Finance Houses	Total	Repayments	Change in Debt: Unadjusted	Seasonally adjusted
1961	248	574	822	833	— 11	
1962	271	490	761	808	— 47	
1963	295	558	853	781	+ 72	
1964	314	711	1,025	869	+156	
1965	306	727	1,033	952	+ 81	
1966	235	621	856	989	—133	
1967	235	689	924	969	— 45	
1965 1st Qtr.	71	185	256	232	+24	+32
2nd Qtr.	71	220	291	237	+54	+25
3rd Qtr.	73	176	249	239	+10	+11
4th Qtr.	91	146	237	244	— 7	+13
1966 1st Qtr.	63	182	245	256	—11	— 2
2nd Qtr.	58	200	258	251	+ 7	—23
3rd Qtr.	53	139	192	242	—50	—47
4th Qtr.	61	100	161	240	—79	—61
1967 1st Qtr.	47	135	182	240	—58	—52
2nd Qtr.	50	174	224	241	—17	—44
3rd Qtr.	57	199	256	246	+10	+12
4th Qtr.	81	181	262	242	+20	+39
1968 1st Qtr.	70	200	270	247	+23	+31

(a) Durable goods shops and department stores; not including other instalment credit retailers.

(*Table continued on next page*)

Northern Ireland Index of Production

THE PROVISIONAL index of industrial production for Northern Ireland for April 1968 prepared by the Ministry of Commerce is 137 (1963=100). This is 3 points lower than for March 1968 and 4 points higher than for April 1967.

The index numbers for the main industrial groups with the increase or decrease on April 1967 shown in brackets are: textiles 151 (+15 points); clothing 98 (−8); engineering and metals 129 (−2); food, drink and tobacco 102 (−8); timber and furniture 123 (+11); mineral products 122 (−8); other manufacturing industries 191 (+5); gas, electricity and water 142 (+5).

264,000 foreign visitors to Britain in April

OVER 264,000 foreign visitors came to Britain in April – 91,000 more than in the same month of record-breaking 1967, reports the British Travel Association, Britain's official tourist organization.

They brought the total number of foreign tourist arrivals in the first four months of 1968 to just over 613,000 – a rise of 92,000 (18 per cent) on the period.

A British Travel Association spokesman said that arrivals from European countries in April numbered 186,000. This was a rise of 78,000 – or 74 per cent – on the month and brought the total number of European visitors in the first four months of the year to 411,000 – an increase of 66,000 (19 per cent) on the period.

The BTA spokesman said the fact that Easter fell in April this year was responsible to some extent for the exceptional rise in the number of European visitors during the month.

Visitors from the United States in April numbered 58,000, compared with 50,000 in the same month last year. They brought the total number of United States tourist arrivals in the first four months to 145,000, which was an increase of 17,000 (13 per cent) on the January to April period of 1967.

The British Travel Association spokesman said final details of the number of tourist arrivals from British Commonwealth countries during the first four months of 1968 were not yet available.

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Table 2a. Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 2	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019	1,028	1,041	1,041	1,046							
Other instalment credit retailers*	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188							
Grand Total	1966	1,374	1,367	1,357	1,360	1,370	1,363	1,362	1,335	1,307	1,284	1,272	1,261
	1967	1,231	1,207	1,186	1,175	1,167	1,163	1,166	1,164	1,166	1,182	1,210	1,226
	1968	1,215	1,219	1,230	1,231	1,234							

*Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

Durable goods shops and department stores

Instalment credit sales by durable goods shops in May, as in April, were only a little higher than in the corresponding month last year. The increase of 3 per cent over a year earlier was well below the 38 per cent increase recorded in the first quarter of 1968. Instalment credit sales by furniture shops were 6 per cent above their level in May 1967, marginally higher than the April experience, while instalment credit sales by other durable goods shops were 3 per cent higher than in May last year following a 2 per cent decrease in April.

Instalment credit sales by department stores were 5 per cent higher than in May last year, following an increase of 7 per cent in April much smaller increases than in the first quarter of this year.

On a seasonally adjusted basis, the debt owed to durable goods shops and department stores showed no significant change during May.

Other instalment credit retailers

Instalment credit sales by general mail order houses were 7 per cent higher than in May last year. While the monthly increases on a year earlier for mail order houses are somewhat erratic, the average rate of growth for the first five months of this year has been 8 per cent. The instalment credit sales of the other two kinds of business in this group were both below the level of May last year. The debt outstanding to this group of retailers fell by £2 million during May.

Table 3. Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended: By Shops (a)	By Finance Houses	Total	Repayments	Change in Debt: Unadjusted	Seasonally adjusted
1961	248	574	822	833	— 11	
1962	271	490	761	808	— 47	
1963	295	558	853	781	+ 72	
1964	314	711	1,025	869	+156	
1965	306	727	1,033	952	+ 81	
1966	235	621	856	989	—133	
1967	235	689	924	969	— 45	
1965 1st Qtr.	71	185	256	232	+24	+32
2nd Qtr.	71	220	291	237	+54	+25
3rd Qtr.	73	176	249	239	+10	+11
4th Qtr.	91	146	237	244	— 7	+13
1966 1st Qtr.	63	182	245	256	—11	— 2
2nd Qtr.	58	200	258	251	+ 7	—23
3rd Qtr.	53	139	192	242	—50	—47
4th Qtr.	61	100	161	240	—79	—61
1967 1st Qtr.	47	135	182	240	—58	—52
2nd Qtr.	50	174	224	241	—17	—44
3rd Qtr.	57	199	256	246	+10	+12
4th Qtr.	81	181	262	242	+20	+39
1968 1st Qtr.	70	200	270	247	+23	+31

(a) Durable goods shops and department stores; not including other instalment credit retailers.

(*Table continued on next page*)

Northern Ireland Index of Production

THE PROVISIONAL index of industrial production for Northern Ireland for April 1968 prepared by the Ministry of Commerce is 137 (1963=100). This is 3 points lower than for March 1968 and 4 points higher than for April 1967.

The index numbers for the main industrial groups with the increase or decrease on April 1967 shown in brackets are: textiles 151 (+15 points); clothing 98 (−8); engineering and metals 129 (−2); food, drink and tobacco 102 (−8); timber and furniture 123 (+11); mineral products 122 (−8); other manufacturing industries 191 (+5); gas, electricity and water 142 (+5).

264,000 foreign visitors to Britain in April

OVER 264,000 foreign visitors came to Britain in April – 91,000 more than in the same month of record-breaking 1967, reports the British Travel Association, Britain's official tourist organization.

They brought the total number of foreign tourist arrivals in the first four months of 1968 to just over 613,000 – a rise of 92,000 (18 per cent) on the period.

A British Travel Association spokesman said that arrivals from European countries in April numbered 186,000. This was a rise of 78,000 – or 74 per cent – on the month and brought the total number of European visitors in the first four months of the year to 411,000 – an increase of 66,000 (19 per cent) on the period.

The BTA spokesman said the fact that Easter fell in April this year was responsible to some extent for the exceptional rise in the number of European visitors during the month.

Visitors from the United States in April numbered 58,000, compared with 50,000 in the same month last year. They brought the total number of United States tourist arrivals in the first four months to 145,000, which was an increase of 17,000 (13 per cent) on the January to April period of 1967.

The British Travel Association spokesman said final details of the number of tourist arrivals from British Commonwealth countries during the first four months of 1968 were not yet available.

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Bedding for January-March 1968.
Organic Chemicals for January-March 1968.

HIRE PURCHASE, *continued*

Table 4. Retailers: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier

Average of 1961 = 100

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops Total (b) (£303)		Department Stores (£54)		Other Instalment Credit Retailers: Other General Stores (c) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)		Total of Selected Kinds of Business (d) (£673)	
1965 Year	112	— 5	104	..	133	..	165	..	95	..	128	..
1966 Year	93	—17	103	— 1	125	— 6	184	+11	93	— 2	124	— 3
1967 Year	94	+ 2	108	+ 5	119	— 4	195	+ 6	92	— 2	128	+ 3
1967 1st quarter	81	—17	89	— 6	90	— 6	170	+ 5	69	— 2	108	— 6
2nd quarter	83	— 8	96	— 1	110	— 8	186	+ 6	84	— 3	118	— 1
3rd quarter	93	+ 7	100	+ 8	103	— 4	167	+ 4	82	— 1	116	+ 5
4th quarter	122	+25	148	+15	175	— 1	256	+ 8	131	— 2	170	+12
1968 1st quarter	111	+38	105	+18	96	+ 7	188	+10	69	Nil	129	+20
1967 January	82	—23	101	—16	82	—11	134	+17	60	— 4	98	— 8
February	82	—16	81	— 1	88	— 4	180	+12	61	— 2	110	— 2
March (a)	78	—12	86	+ 1	97	— 4	191	— 5	84	— 1	115	— 7
April	83	— 8	96	— 2	105	—10	185	+14	80	— 5	116	+ 1
May	86	— 9	104	— 3	118	— 9	194	— 1	93	— 2	123	— 5
June (a)	80	— 8	90	+ 1	108	— 5	180	+ 5	80	— 1	114	— 1
July	89	— 8	110	Nil	103	— 7	154	+ 4	85	— 2	111	— 2
August	88	+11	86	+11	92	— 5	156	+ 6	75	— 3	108	+ 6
September (a)	100	+18	102	+15	111	— 2	186	+ 4	85	+ 3	126	+ 8
October	116	+22	125	+15	130	— 4	247	+11	86	— 4	155	+13
November	124	+27	136	+16	172	— 1	269	+ 5	112	— 5	172	+10
December (a)	125	+26	175	+15	213	+ 1	254	+ 9	183	+ 1	181	+12
1968 January	104	+27	121	+20	86	+ 4	141	+ 6	60	+ 1	112	+15
February	112	+36	98	+21	93	+ 6	196	+ 9	65	+ 7	131	+19
March (a)	117	+50	98	+15	105	+ 8	219	+14	80	— 5	142	+24
April	83	+ 1	102	+ 7	108	+ 3	188	+ 2	86	+ 7	119	+ 2
May	88	+ 3	109	+ 5	113	— 4	208	+ 7	88	— 6	128	+ 4

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total): Total (£303)		Independents (£110)		Multiples (£161)		Co-operative Societies (£32)		Furniture Shops: Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Other Durable Goods Shops: Total (excluding Co-operative Societies) (£143) (e)		Radio and electrical, etc., goods shops (f) (£82)	
1965 Year	112	— 5	101	Nil	118	— 8	117	— 4	109	+ 1	110	— 4	108	+ 7	113	—10	96	—15
1966 Year	93	—17	82	—19	100	—15	95	—19	93	—15	94	—15	92	—15	92	—19	76	—21
1967 Year	94	+ 2	81	— 1	104	+ 4	91	— 4	88	— 5	86	— 8	90	— 2	101	+ 9	82	+ 7
1967 1st quarter	81	—17	71	—21	88	—13	79	—26	76	—21	73	—23	78	—18	85	—12	70	—18
2nd quarter	83	— 8	69	—12	93	— 5	80	—16	76	—16	74	—20	79	—11	89	+ 1	68	— 6
3rd quarter	93	+ 7	78	+ 8	103	+ 7	89	+ 5	84	— 5	79	—12	88	+ 2	101	+19	81	+24
4th quarter	122	+25	105	+23	134	+26	116	+26	117	+20	118	+20	117	+19	127	+30	107	+33
1968 1st quarter	111	+38	98	+39	121	+39	107	+36	96	+27	92	+26	100	+28	125	+48	101	+46
1967 January	82	—23	76	—27	87	—20	83	—29	78	—26	72	—30	84	—23	86	—20	72	—27
February	82	—16	72	—20	90	—12	75	—24	77	—21	79	—24	75	—18	87	—10	74	—15
March (a)	78	—12	65	—16	87	— 6	78	—23	72	—14	69	—15	76	—14	83	— 7	64	—11
April	83	— 8	70	—13	93	— 3	75	—18	78	—13	76	—16	79	—10	89	— 2	68	—11
May	86	— 9	71	—13	96	— 5	84	—20	76	—19	73	—25	79	—14	94	+ 3	72	— 5
June (a)	80	— 8	67	—11	89	— 5	81	—11	76	—15	74	—20	78	—10	84	+ 1	66	— 2
July	89	— 8	77	—11	97	— 6	90	—12	81	—18	75	—23	87	—14	96	+ 2	77	+ 4
August	88	+11	72	+14	99	+11	81	+ 8	78	— 3	73	—13	83	+ 8	98	+25	76	+32
September (a)	100	+18	84	+21	111	+17	94	+21	90	+ 7	88	— 1	93	+14	109	+28	88	+36
October	116	+22	97	+21	129	+22	117	+29	107	+16	107	+15	107	+18	124	+26	101	+34
November	124	+27	106	+29	136	+27	122	+26	116	+24	110	+20	122	+26	130	+31	106	+33
December (a)	125	+26	111	+20	137	+30	111	+22	126	+20	133	+24	120	+15	127	+32	114	+31
1968 January	104	+27	99	+30	105	+23	111	+34	94	+20	83	+15	104	+24	111	+31	97	+36
February	112	+36	99	+38	121	+35	108	+44	96	+24	97	+22	94	+25	127	+45	106	+43
March (a)	117	+50	96	+47	134	+54	103	+32	99	+36	95	+38	102	+35	136	+64	102	+58
April	83	+ 1	69	— 1	95	+ 2	75	Nil	81	+ 4	84	+11	78	— 2	87	— 2	70	+ 2
May	88	+ 3	72	+ 2	101	+ 6	78	— 8	81	+ 6	81	+11	81	+ 2	98	+ 3	77	+ 7

(a) Average of five weeks. (b) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies, durable goods departments. (c) Includes credit traders calling on customers. (d) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (e) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists). (f) Comprises radio and electrical goods shops, cycle and perambulator shops.

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Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars – used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor-cycles, side-cars, power assisted cycles (£38 million)		Caravans new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1965 Year	172	+ 1	136	+ 7	91	— 5	59	— 14	123	+11	103	— 2	176	+16	70	—27	156	+21	127	+ 2
1966 Year	132	— 23	117	— 14	87	— 4	42	— 29	121	— 2	109	+ 6	158	—10	57	—20	140	—11	108	— 15
1967 Year	152	+ 16	137	+ 17	90	+ 3	44	+ 5	115	— 5	110	Nil	180	+14	59	+ 4	131	— 6	120	+ 11
1967 1st quarter	110	— 36	95	— 30	80	—23	22	— 53	97	—11	94	+ 1	172	— 4	55	—16	129	—21	94	— 26
2nd quarter	140	— 25	135	— 17	100	— 9	59	— 10	137	—14	99	—14	203	+14	53	— 7	135	— 5	122	— 13
3rd quarter	183	+ 67	177	+ 70	88	+13	57	+ 47	138	Nil	133	Nil	177	+25	56	+11	124	— 2	139	+ 44
4th quarter	177	+202	144	+111	91	+52	39	+126	89	+16	114	+17	169	+28	72	+34	135	+ 6	126	+ 81
1968 1st quarter	184	+ 67	155	+ 63	116	+45	44	+ 96	134	+38	92	— 2	192	+12	74	+36	164	+28	139	+ 48
1967 January	107	— 37	78	— 31	73	—24	16	— 55	61	—18	81	Nil	160	— 8	62	—19	145	—15	86	— 26
February	106	— 35	95	— 29	75	—21	22	— 54	88	—13	85	— 9	153	—11	50	—21	118	—23	90	— 26
March	117	— 37	112	— 30	92	— 22	29	— 51	141	— 7	116	+ 9	204	+ 7	53	— 6	122	—25	107	— 24
April	118	— 36	111	— 26	93	—16	44	— 26	125	—14	107	+ 3	221	+19	48	—13	133	— 1	109	— 19
May	134	— 35	126	— 25	107	— 8	70	+ 6	137	—17	88	—29	195	+10	57	— 2	128	—11	119	— 19
June	167	— 2	167	— 1	99	— 2	62	— 11	150	—12	103	—12	193	+13	55	— 5	144	— 3	137	— 1
July	194	+ 1	181	+ 14	90	—14	61	— 4	143	—20	133	— 7	170	— 2	54	— 7	125	—16	142	+ 2
August	175	+135	168	+114	88	+35	57	+104	138	+20	136	— 5	175	+34	55	+17	121	Nil	134	+ 72
September	181	+189	182	+141	86	+36	54	+108	132	+11	129	+17	186	+53	60	+29	126	+13	141	+ 93
October	208	+229	182	+155	105	+65	52	+144	113	+19	121	+ 5	189	+42	71	+47	133	+ 9	149	+106
November	228	+226	172	+135	96	+45	40	+138	87	+12	132	+28	183	+34	75	+36	142	+ 9	147	+ 94
December	94	+123	78	+ 29	72	+43	26	+ 85	66	+17	88	+19	134	+ 6	69	+22	131	+ 1	83	+ 36
1968 January	163	+ 53	123	+ 58	106	+45	32	+102	94	+54	78	— 4	193	+21	84	+37	174	+21	124	+ 43
February	181	+ 71	158	+ 67	101	+35	45	+107	125	+42	90	+ 6	175	+15	65	+31	147	+25	134	+ 50
March	207	+ 76	183	+ 63	141	+54	54	+ 85	182	+29	107	— 8	208	+ 2	74	+40	171	+40	160	+ 50
April	124	+ 5	137	+ 23	101	+ 9	52	+ 19	147	+17	88	—17	174	—22	63	+33	165	+24	120	+ 10
May	149	+ 11	156	+ 24	121	+13	55	— 21	191	+39	99	+12	220	+13	68	+19	183	+43	140	+ 18

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

Quarterly analysis of man-made fibre production

TOTAL PRODUCTION by weight of synthetic fibres in the first three months of 1968 was 29 per cent more than in the corresponding period of 1967; total production by weight of viscose plus acetate fibres was 15 per cent more.

Within the total for synthetic fibres, production of continuous filament was 30 per cent more and staple fibre 28 per cent more. Under the heading 'viscose plus acetate', production of continuous filament was 12 per cent more and of staple fibre 18 per cent more than in the first quarter of 1967.

The above comparisons take into account the change in basis from 'delivered weight' to 'actual weight' for continuous filament yarn

Quarterly averages and quarterly totals — million lb. (a)

	Continuous filament		Staple fibre		Total	
	Synthetic	Viscose + acetate	Synthetic	Viscose + acetate	Synthetic	Viscose + acetate
1961	21·9	43·6	14·6	61·8	36·5	105·4
1962	28·5	44·2	17·2	66·9	45·7	111·1
1963	35·4	47·1	22·6	74·6	58·1	121·7
1964	41·4	53·1	28·3	83·5	69·7	136·6
1965	45·0	54·1	36·6	79·8	81·6	134·0
1966	52·8	50·0	43·5	74·1	96·3	124·1
1967	59·6	50·0	47·3	81·8	107·0	131·8
1964 1st quarter	41·2	52·2	25·9	84·0	67·2	136·2
2nd quarter	40·0	53·8	26·8	82·6	66·8	136·4
3rd quarter	38·2	51·4	26·9	78·5	65·2	129·9
4th quarter	46·1	55·1	33·5	88·9	79·6	144·0
1965 1st quarter	46·8	56·1	35·1	87·8	81·9	143·9
2nd quarter	47·3	53·8	34·2	86·6	81·5	140·4
3rd quarter	42·4	51·3	36·9	68·9	79·3	120·1
4th quarter	43·5	55·3	40·1	76·2	83·6	131·4
1966 1st quarter	54·1	54·0	45·5	75·0	99·5	129·0
2nd quarter	60·0	51·6	48·3	72·5	108·3	124·1
3rd quarter	50·8	46·4	39·5	68·7	90·3	115·1
4th quarter	46·5	48·1	40·7	80·0	87·2	128·1
1967 1st quarter	58·8	47·8	48·4	82·2	107·1	130·0
2nd quarter	59·7	50·3	49·2	81·6	108·9	131·9
3rd quarter	52·7	49·1	40·0	73·3	92·7	122·4
4th quarter	67·3	52·7	51·9	90·2	119·2	142·9
1968 1st quarter	79·0	55·0	61·7	96·8	140·7	151·8

The heading 'Viscose + acetate' includes triacetate.
(a) As from July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; prior to that date the production figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

Production of man-made fibres in May

TOTAL PRODUCTION by weight of man-made fibres in May was at the record level of 103.5 million lb. – 23 per cent more than in May 1967. Within the total, output of continuous filament was 18 per cent more and of staple fibre 28 per cent more compared with May 1967.

The above comparisons take into account the change in basis from 'delivered weight' to 'actual weight' for continuous filament yarn.

Man-made fibre production — million lb. (a)

	Continuous filament (singles)	Staple fibre	Total
1963 (Quarterly average)	82·6	97·2	179·8
1964 (Quarterly average)	94·5	111·8	206·3
1965 (Quarterly average)	99·1	116·4	215·5
1966 (Quarterly average)	102·8	117·6	220·4
1967 (Quarterly average)	109·6	129·2	238·8
1966 4th quarter	94·6	120·7	215·2
1967 1st quarter	106·6	130·6	237·1
1967 4th quarter	120·0	142·0	262·0
1968 1st quarter	133·9	158·6	292·5
1967 March	37·7	45·1	82·8
April	35·0	43·6	78·6
May	38·1	44·6	82·7
1968 March	46·6	55·3	101·9
April	45·4	54·2	99·6
May	46·4	57·2	103·5

(a) As from July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; prior to that date the production figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Food consumption levels in the United Kingdom

FOOD CONSUMPTION Level Estimates are prepared annually by the Ministry of Agriculture, Fisheries and Food. A series covering the immediate pre-war period and the years from 1940 to 1966 was published in the *Board of Trade Journal*, vol. 194, No. 3703, March 8, 1968 (pages 753 to 759) together with a brief account of the background of the statistics and method of calculation. In the following tables the series has been continued to 1967 and minor revisions have been made to the years 1965 and 1966 to take into account later information.

Changes between 1966 and 1967 were generally small, reflecting the marked stability in the broad pattern of food consumption over the past few years. The apparent large fall in consumption of flour from 153.1 to 147.1 lb. per head may have been influenced by short-term fluctuations in stock levels. The decline in other fresh fruit from 54.2 to 48.1 lb. was partly due to the home orchard fruit crop falling well below expectations. The continued expansion in the consumption of cream, poultry and coffee was maintained at much the same rate as before.

In terms of energy value, the food supplies moving into consumption in 1967 are provisionally estimated at 3,080 kilocalories per head per day. About half of the fall of 70 kcal compared with 1966 is an artefact due to the adjustment of the factors used to estimate the nutritive value of flour; the remainder arises from the fall in the consumption of flour, mentioned above.

The reductions in protein, carbohydrate, calcium, iron and thiamine are also due to the changes with regard to flour. The increase in nicotinic acid shown in Table III is due almost entirely to reassessments of the conversion factors for beverages, rather than to changes in the nicotinic acid content of total food supplies.

Table I. Food supplies per head per annum moving into consumption in the United Kingdom

(lb. per head per annum)

	1964	1965	1966	1967 (provisional)
I. DAIRY PRODUCTS (excluding butter)				
Liquid milk	324·4	323·0	322·5	322·4
(pints per head per annum)	(252)	(251)	(250)	(250)
Cream (40% fat content)	2·1	2·3	2·5	2·7
Cheese	10·6	10·1	10·4	10·7
Evaporated milk, full cream, unsweetened	4·2	4·6	4·4	4·8
Condensed milk, full cream, sweetened	1·0	1·1	1·4	1·1
Condensed milk, machine skimmed	1·9	1·8	1·9	2·4
Dried whole milk	1·7	1·8	1·8	1·7
Dried skimmed milk	2·9	2·3	2·6	2·3
Milk as liquid in manufactured products not elsewhere specified	16·3	15·5	18·3	17·2
Total (converted to milk solids)	56·4	55·5	56·4	56·3
II. MEAT				
Beef – bone in	44·1	39·3	41·2	45·0
Beef – bone out	3·2	4·8	4·0	2·7
Mutton and lamb	23·6	22·9	23·4	23·7
Pork	22·7	25·6	24·4	22·6
Offal	9·8	9·6	9·8	10·0
Canned meat (imported)	7·8	6·8	7·1	8·0
Bacon and ham	25·2	25·7	25·0	24·5
Poultry	15·8	16·4	17·4	18·1
Game and rabbits	0·6	0·6	0·7	0·6
Total (converted to edible weight)	128·8	128·3	129·1	131·0
III. FISH				
Fresh, frozen and cured (wet fillet equivalent)	17·3	17·4	16·6	16·6
Shell fish, fresh and frozen (edible weight)	0·7	0·7	0·8	1·0
Canned fish (imported)	3·2	2·8	2·6	3·1
Total (edible weight)	21·2	20·9	20·0	20·7
IV. EGGS				
Shell eggs	31·9	32·0	31·6	32·2
(number of eggs per head)	(248)	(248)	(246)	(250)
Egg products (shell egg equivalent)	2·6	2·3	2·7	3·1
Total	34·5	34·3	34·3	35·3
V. OILS AND FATS (visible)				
Butter	19·7	19·4	20·0	20·5
Margarine (gross)	13·3	12·0	12·0	11·7
(net) (a)	10·1	9·8	11·3	11·1
Lard and compound cooking fat	14·7	13·4	12·4	12·2
Other edible oils and fats	11·1	11·5	12·0	11·8
Total (converted to fat content)	50·6	49·2	50·4	50·2
VI. SUGAR AND SYRUP				
Sugar refined (b) (i) (gross)	107·6	107·8	108·8	106·8
(ii)	103·9	104·2	105·2	103·1
(iii) (net)	98·9	99·6	100·0	97·9
Honey	0·7	0·6	0·7	0·7
Glucose	8·4	9·3	9·6	9·9
Total (sugar content) (gross)	115·0	116·2	117·4	115·7
(net)	106·1	107·8	108·4	106·7

(lb. per head per annum)

	1964	1965	1966	1967 (provisional)
VII. FRUIT				
Fresh citrus fruit	20·5	19·1	20·0	19·8
Other fresh fruit	53·2	54·1	54·2	48·1
Canned fruit	19·4	18·8	18·7	19·1
Imported fruit juices (in natural strength)	4·3	5·3	5·2	5·2
Imported fruit pulp	1·2	1·2	1·6	1·5
Imported dried fruit	5·6	5·6	5·4	5·2
Total (converted to fresh equivalent)	121·5	122·2	122·4	115·9
VIII. PULSES AND NUTS				
Dried pulses (c)	6·7	7·6	7·1	7·2
Shelled nuts and soya flour	4·5	5·1	5·2	5·4
Total	11·2	12·7	12·3	12·6
IX. POTATOES	226·1	223·1	225·1	225·5
X. OTHER VEGETABLES				
Fresh tomatoes	14·2	13·1	13·2	13·5
Imported canned tomatoes (including juice and puree)	5·4	5·5	6·0	6·2
Cabbage and greens	35·9	37·2	35·6	35·4
Leafy salads	4·6	4·3	4·7	4·7
Fresh carrots	11·9	12·0	11·6	12·3
Fresh legumes	19·3	19·4	20·1	22·8
Other fresh vegetables	29·0	28·6	28·8	27·8
Other canned vegetables (d)	7·7	8·0	10·0	9·2
Total (converted to fresh equivalent)	130·6	133·6	136·7	137·8
XI. GRAIN PRODUCTS				
Wheat flour	155·5	154·1	153·1	147·1
Barley products	0·7	0·7	0·7	0·7
Oat products	3·1	3·1	2·9	2·5
Rye products	0·3	0·3	0·3	0·4
Breakfast cereals	5·3	5·2	5·6	5·6
Rice	3·0	3·1	2·6	2·2
Starch and other farinaceous foods	3·3	3·1	3·6	2·7
Total	171·2	169·6	168·8	161·1
XII. TEA, COFFEE AND COCOA				
Tea	9·3	8·9	8·7	9·1
Coffee (bean equivalent)	2·5	2·7	2·9	3·1
Cocoa powder	1·2	1·4	1·4	1·2

(a) Excluding ingredients shown as separate items elsewhere in the tables (e.g. butter and lard).

(b) (i) Total consumption of sugar including sugar content of imported manufactured foods;
(ii) = (i) less sugar used in production of alcoholic drinks;
(iii) = (i) less sugar used in alcoholic drinks and sugar content of products covered elsewhere in the table to provide for the calculation of calories and nutrients.

(c) Includes dried beans and dried peas for canning.

(d) Excludes canned dried peas, canned dried beans (beans in tomato sauce, etc.) and canned tomatoes.

(Continued on next page)

Table II. Summary of the main food groups from Table I

(lb. per head per annum)

	1964	1965	1966	1967 (provisional)
Dairy products (excluding butter) (as milk solids)	56·4	55·5	56·4	56·3
Meat (including canned meat, bacon and ham) (as edible weight)	128·8	128·3	129·1	131.0
Fish (edible weight)	21·2	20·9	20·0	20·7
Eggs and egg products (shell egg equivalent)	34·5	34·3	34·3	35·3
Oils and fats (visible) (fat content)	50·6	49·2	50·4	50·2
Sugar and syrup (sugar content gross) (a)	115·0	116·2	117·4	115·7
Fruit (as fresh equivalent)	121·5	122·2	122·4	115·9
Pulses and nuts	11·2	12·7	12·3	12·6
Potatoes	226·1	223·1	225·1	225·5
Other vegetables (as fresh equivalent)	130·6	133·6	136·7	137·8
Grain products	171·2	169·6	168·8	161·1
Tea	9·3	8·9	8·7	9·1

(a) For further breakdown see Table I.

Table III. Nutrient equivalent of supplies per head per day moving into consumption in the United Kingdom

		1964	1965	1966	1967 (provisional)
Protein:					
Animal	g.	52·0	51·1	51·6	52·3
Vegetable	g.	35·2	35·5	35·1	33·0
Total	g.	87·2	86·6	86·7	85·3
Fat from all sources	g.	144	142	144	143
Carbohydrate (a)	g.	403	403	402	385
Calcium	mg.	1,130	1,120	1,140	1,120
Iron	mg.	15·5	15·0	14·9	14·6
Vitamin A	i.u.	4,600	4,590	4,680	4,780
Thiamine	mg.	1·83	1·91	1·89	1·86
Riboflavine	mg.	1·94	1·97	1·98	1·98
Nicotinic acid	mg.	16·8	16·8	16·9	18·0
Vitamin C	mg.	105	108	104	104
Vitamin D	i.u.	138	130	136	140
Energy value	k. cal.	3,150	3,140	3,150	3,080
Energy value (calculated on FAO factors)	k. cal.	3,240	3,220	3,230	3,160

(a) Available as carbohydrate expressed as monosaccharides.

Table IV. Percentage of total calorie supply derived from each major food group

	1964	1965	1966	1967 (provisional)
Dairy products (excluding butter)	12	12	12	12
Meat (including canned meat and bacon)	16	16	16	17
Oils and fats (including butter)	18	18	18	18
Sugar and syrups	17	17	17	17
Potatoes	5	5	5	5
Grain products	24	24	24	22
Other foods	8	8	8	9
Total	100	100	100	100

INTERNATIONAL TRADE CENTRE - ADVISORY SERVICE

One of the ways in which the International Trade Centre UNCTAD/GATT helps developing countries is that of a 'Trade Promotion Advisory Service'. The Centre's Trade Promotion Advisers visit developing countries on request for the purpose of helping them to establish official export promotion services, or to improve existing services. The Advisory Service also covers problems such as that of dealing with the disposal of a particular crop in difficult circumstances.

Further information may be obtained from the United Kingdom Liaison Officer: Mr. G. Wilcock, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

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THE FOLLOWING parts of the Report on the Census of Production for 1963 are now available:

Part 9 – Biscuits (price 3s. 6d. or including postage 3s. 9d.).

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Part 88 – Asbestos (price 3s. or including postage 3s. 3d.).

Copies can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches, or by post from HMSO, PO Box 569, London, S.E.1.

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents), *the* Trade Marks Journal, British Patents Specifications, Abridgments of Patent Specifications (*with drawings*), Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, or by personal application at the Public Sales Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 annually. You may well find information your firm needs among the Patent Office publications.

Retailers' stocks in May

THE VALUE of stocks held by retailers at the end of May showed an increase of 6 per cent compared with May 1967, a slightly larger increase than that shown in the previous two months.

In volume terms, retailers' stocks were 3 per cent higher than in the corresponding month in 1967, slightly higher than the average over the preceding four months of the year.

Estimate of changes in retailers' stocks

(At cost at end of month.) Index numbers (end 1960 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	137
1967	133	136	144	145	148	145	137	142	140	150	159	139
1968	136	139	151	152	156							
1967	+4	+4	+2	+4	+2	+1	+1	+1	Nil	Nil	—1	+2
1968	+2	+2	+5	+5	+6							
(b) At constant (Dec. 1960) prices												
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	115	117	126	124	128	127	119	123	124	131	140	120
1967	116	118	125	126	128	126	119	124	122	130	138	121
1968	118	120	130	128	132							
1967	+1	+1	Nil	+1	Nil	—1	Nil	Nil	—1	—1	—1	+1
1968	+1	+1	+4	+2	+3							

Note:
Retailers' stocks at end December 1960 were £993 million at current prices.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, June 28, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Mining Review No. 11 – 21st Year	Br/E 33273	9	June 24	Data Film Distributors Ltd.	National Coal Board.
Look at Life Series 37: *Man of the Desert*	Br/E 33280	10	June 25	Rank Film Distributors Ltd.	Lion Pacesetter Productions Ltd.
Thunderbird 6	Br/E 33286	89	June 27	United Artists' Corp. Ltd.	A.P. Films Ltd.
Look at Life Series 37: *Something New Under Everest*	Br/E 33288	11	June 28	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Movietone News 2037	Br/E 32891	8	June 28	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2037A	Br/E 32892	9	June 28	" "	" "
Pathe News 68-51	Br/E 32943	7	June 28	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-52	Br/E 32944	7	June 28	" "	" "
FOREIGN					
Two a Penny	F 33274	98	June 25	Billy Graham Evangelistic Association Ltd.	World Wide Pictures.
How to Steal the World	F 33275	89	June 25	Metro-Goldwyn-Mayer Pictures Ltd.	Arena Productions Inc.
Speedway	F 33276	94	June 25	" "	Metro-Goldwyn-Mayer Inc.
Never a Dull Moment	F 33277	100	June 25	Walt Disney Productions Ltd.	Walt Disney Productions.
Bandolero	F 33278	106	June 25	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Film Corp.
Hour of the Wolf	F 33279	89	June 25	United Artists Corp. Ltd.	Svenak Filmindustri, Stockholm.
The Odd Couple	F 33281	105	June 27	Paramount Pictures (UK) Ltd.	Paramount Pictures Corp.
Daring Game	F 33282	100	June 27	" "	Paramount Pictures Corp. and Ivan Tors Films.
Rogue's Gallery	F 33283	82	June 27	" "	A. C. Lyles Productions Inc.
Congratulations It's Pink	F 33284	23	June 27	United Artists Corp. Ltd.	Mirisch-Geoffrey D. F.
Pinkadilly Circus	F 33285	23	June 27	" "	" "
Tarzan and the Jungle Boy	F 33287	90	June 27	Paramount Pictures (UK) Ltd.	Paramount Pictures Corp, Banner Productions Inc. and Allfin A.G.

AMENDMENT TO THE REGISTER:
The particulars of the film 'Sex from a Stranger' (F 33084) registered on March 22, 1968, have been amended to include the additional title 'L'Etrangere'.
CORRECTION TO THE REGISTER:
The playing time of the film 'Romeo and Juliet' (F 33104) registered on April 1, 1968, has been corrected to 139 minutes.

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Exhibitions and Fairs

'Outstanding results' at Tel Aviv Trade Fair

A report from the British Embassy, Tel Aviv

THE FOURTH International Trade Fair to be held at Tel Aviv's permanent exhibition gardens took place between June 4 and June 22.

The Fair was opened by the President of the State of Israel, Mr. Zalman Shazar, supported by the Minister of Commerce and Industry, Mr. Zeev Sharef, and the Mayor of Tel Aviv, Mr. Mordechai Namir. HE the British Ambassador and Lord Erroll of Hale, president of the London Chamber of Commerce, headed the United Kingdom representation at the opening ceremony.

Thirty-three nations were represented either in national pavilions or by private exhibitions. One thousand three hundred and fifty firms, 61 per cent foreign, exhibited at this year's Fair compared with 1,212 in 1966, 1,107 in 1964 and 938 in 1962.

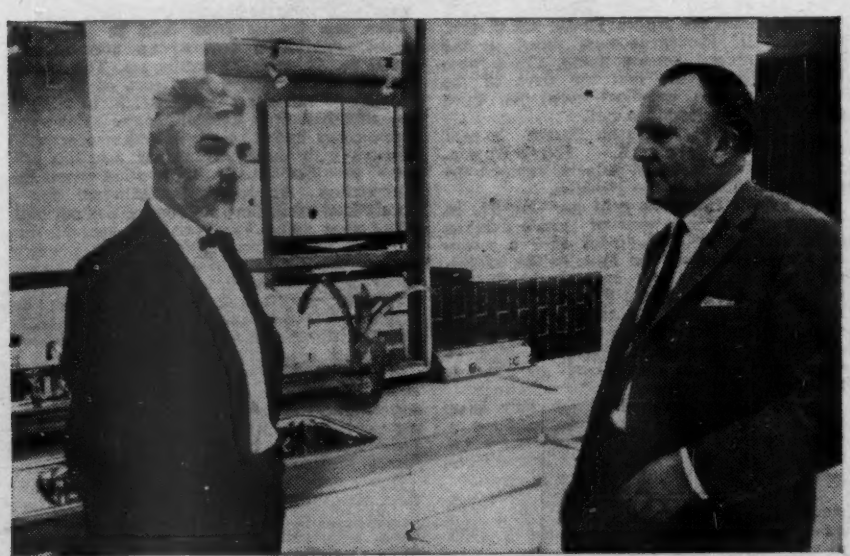
The British Pavilion, designed by the Central Office of Information and the Board of Trade, covered 1,200 square metres inside space and 300 metres outside. Press coverage rated the design and layout of the Pavilion as the best in the Fair.

Fifty British firms were represented in the Pavilion. A wide range of commercial and industrial products was shown: from compressors to cornflakes, and machine tools to domestic electrical appliances. A further 17 British companies were represented in specialized trade pavilions and outside sites.

British Day, June 5, was celebrated by a lunch given by the Anglo-Israel Chamber of Commerce at which Lord Erroll, a past President of the Board of Trade, was the guest of honour, and an evening reception given by the British Ambassador, Mr. Michael Hadow, at the Pavilion which was attended by many leading figures in the Government, commerce, industry and press. The highlight of the day's celebration was the series of performances given by the band of the King's Own Royal Border Regiment which travelled from Cyprus especially for this occasion. The presence of Lord Erroll gave prestige to the day and emphasized the closeness of Anglo-Israel relations. Follow-up visits by the Hon. Marcus Sieff, chairman of the BNEC Israel Committee, and Dr. A. Lerner, chairman of the Anglo-Israel Chamber of Commerce (London), for whom luncheons, receptions and press conferences were held, ensured continuing publicity and interest in the British Pavilion.

The British Pavilion was fortunate in being one of the best patronized pavilions at the Fair, which was attended by some 430,000 people.

British exhibitors reported outstanding results both in immediate and potential sales, machine tools being particularly successful. Many substantial orders were secured by British firms exhibiting in Israel for the first time. The general feeling was that although machines up to £20,000 sold readily. British concerns could have also exhibited much higher priced and sophisticated equipment with equal success.



The first exhibition to be organized by the Design Export Group set up by the Council of Industrial Design will take place in Stockholm in September. The Design Export Group of 12 manufacturers in the contract field will take part in an exhibition in co-operation with the contract division of the Swedish Co-operative Wholesale Society, Ko-operativa Förbundet. The Swedish architect, Professor Carl Axel Acking, who will design the exhibition at KF Interior, recently visited Britain for discussions with manufacturers. Picture shows Mr. Nigel Walters (left), designer, F. Wrighton & Sons Ltd., with Professor Acking in the showroom of F. Wrighton & Sons, one of the firms taking part in the exhibition.

Major Scottish exhibition in South Africa

THE SCOTTISH COUNCIL (Development and Industry) has accepted an invitation from the Board of Trade to organize a major Scottish exhibition in South Africa next year as part of the Rand Easter Show.

The British Government has had its own pavilion in Milner Park, Johannesburg, since 1959, and every year stages a British exhibition during the Rand Easter Show. The themes for the exhibition vary from year to year and have included textiles, toys and games, agricultural equipment, and transport. The theme for next year is 'Scotland.'

Lord Clydesmuir, the council's chairman, said that the British exhibition had been awarded the organizers' gold medal for general excellence on several occasions.

'We regard this as an excellent opportunity for between 40 and 60 Scottish manufacturers – mainly in the fields of consumer goods, consumer durables, and light engineering,' Lord Clydesmuir said. 'Provided the necessary support from Scottish industry is forthcoming, we will act as the sponsoring organization and companies will be offered space and have a stand built for them at no cost to themselves.'

The 1969 Show – the 58th – will be held from March 25 to April 7. Last year's attendance was more than 600,000, and exhibitors are said to have done substantial business.

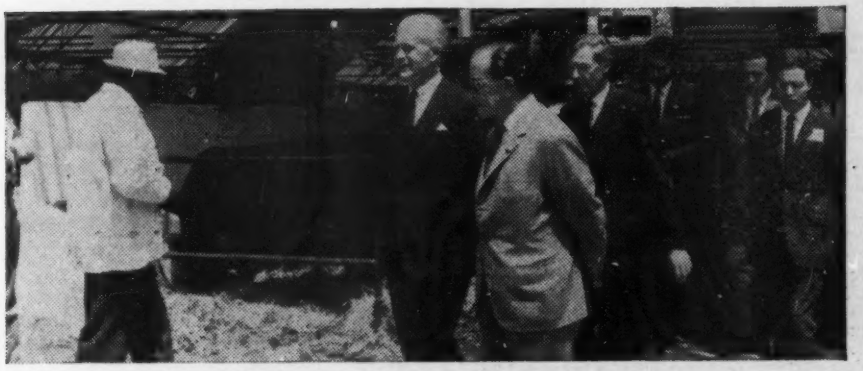
Export Printing Exhibition at Design Centre next year

A MAJOR exhibition of well-designed British printing used for the promotion, sale or distribution of exports is to be held at The Design Centre from May 21 to June 21, 1969. Organized jointly by the British Federation of Master Printers and the Council of Industrial Design, the exhibition is intended to show the part which well-designed print can play in promoting exports.

The exhibits, which will be selected by a panel of exporters, printers and designers, are expected to range from catalogues, instruction manuals, sales brochures and printed packaging to stationery, small posters, point-of-sale material and house magazines. Entry forms and a brochure giving full details of the exhibition will be available in September from the British Federation of Master Printers, 11 Bedford Row, London, W.C.1, and from the Council of Industrial Design, 28 Haymarket, London, S.W.1.

British Pavilion at Madrid Agricultural Fair

A report from the British Embassy, Madrid



HM Ambassador Sir Alan Williams, accompanied by the Conde de Dona Marina, president of the Spanish Hereford Breeders Society, at the Hereford Society stand at the Madrid Feria Internacional del Campo.

ON THE afternoon of May 22, the Spanish Chief of State, Generalísimo Francisco Franco, opened the VII Feria Internacional del Campo, held in the Casa del Campo in Madrid. Later, on his tour of the Fair he visited the British Pavilion, where he was received by HM Ambassador Sir Alan Williams.

The Feria del Campo, up to now a three-yearly event lasting a whole month, is widely regarded as the most important agricultural show in Spain. As many of the provinces and the larger provincial towns also have pavilions and stands at the Fair, at which local products are displayed and local dishes served in special restaurants, the Fair has traditionally a wider public appeal and a festive nature, apart from the more serious aspects of displaying agricultural machinery and equipment, livestock, fertilizers, seeds, veterinary products and equipment: in short the whole range of the necessities and facilities of modern agriculture. Over three million people visited the Fair.

As in 1965, the British Pavilion at the 1968 Fair was sponsored by the Board of Trade and the British Agricultural Export Council. Sixteen firms participated, their interests ranging from cranes, silos, tractors and other machinery, and plant protection equipment, to cattle, pigs, ponies and whisky. The Pavilion included a bar – again organized by the Federation of Whisky Importers. A gold medal was awarded for the British pavilion.

British participation in the Feria had been motivated primarily by the desire to put on a good display of cattle in order to take advantage of the Spanish Government's desire to change the traditional structure of Spanish agriculture and expand the production of beef and dairy cattle. Efforts were severely impeded by the recurrent outbreaks of foot and mouth disease, but, in the end, the Spanish authorities agreed to allow imports of cattle from areas unaffected by foot and mouth. As a result, the British Pavilion was able to show a representative collection of some 22 head of cattle, including British Friesians, Aberdeen Angus, Devon and Sussex. A further 25 Herefords were shown at the Spanish Hereford Society Stand. Cattle were shown daily for the first ten days of the Fair, and at the principal event the third prize went to a Hereford bull.

The British Agricultural Export Council representative, Mr. K. Harris-Watson, together with a group of helpers, manned the Information Stand in the Pavilion.

The British Day was held on May 31. In the morning, after a tour of British exhibits at the Fair, HM Ambassador gave a reception for organizers of the Fair, British exhibitors and agents in the bar of the British Pavilion. That evening the British Agricultural Export Council gave a cocktail party in the bar, which was very well attended, the guests including many cattle breeders as well as several high-ranking officials of the Spanish Ministry of Agriculture.

All the cattle displayed at the Fair have been sold to Spanish buyers. In addition a number of very interested inquiries were received which could lead to an appreciable improvement in livestock exports to Spain.

The Fair organizers have announced a change in their traditional time schedule. The next Feria del Campo will be held in 1970 and will last for only a fortnight.

Record attendances at Machine Tool Exhibition

OVER THE first three days of the International Machine Tool Exhibition at Olympia, London, attendances were 12½ per cent up on the same period at the previous exhibition in 1964, despite the railway go-slow. Attendance from overseas visitors was even better – 20 per cent up on the previous show. In all about 24,000 visitors attended the exhibition during this short period, of whom about 3,000 came from overseas.

The organizers, the Machine Tools Trade Association, have already received a visit from Mr. A. E. Prokopovitch, Soviet Deputy Minister for Machine Tools, and this week were expecting trade delegations from Czechoslovakia, East Germany, Hungary and Bulgaria. A delegation from the United States will also be visiting the exhibition.

So far, more than £1 million of orders have been taken at the exhibition, which contains £14 million worth of equipment weighing 14,000 tons.

Mr. Ralph Gabriel, president of the Machine Tool Trades Association, speaking on the eve of the opening of the exhibition on June 27, said that the current show, which continues until July 11, was the biggest ever staged at Olympia or Earls Court, and the most important in terms of national economic prosperity. The machines on view demonstrated the 'phenomenal rate of development in machine-tool technology' over the past four years and underlined the machine tool industry's aim to sell 'packaged productivity.'

Mr. Anthony Wedgwood Benn, Minister of Technology, visited the exhibition on July 2, and Dr Jeremy Bray, Joint Parliamentary Secretary, Ministry of Technology, on July 1.

Visitors from 27 countries attend Manchester exhibition

THE 1968 International Exhibition of Spring Making Equipment and Materials was held in the Lancaster Hall at Belle Vue, Manchester, from June 11 to 14. This is the second such exhibition held in Manchester, the previous one having been held in 1964. The earlier exhibition covered an area of only 8,000 sq. ft. with 27 exhibitors. The present exhibition occupied a floor area of 11,200 sq. ft. with 45 exhibitors on 32 stands. In addition to individual firms exhibiting, the Ministry of Technology had a stand, in order to acquaint visitors with their services, as also did BSI, who provided much information regarding metrication. As might be expected for a specialized exhibition, attendance was not high, numbering some 1,630 visitors but, as they were all buyers from spring making concerns for engineering, vehicle, aircraft, furniture and other spring using industries, all 45 exhibitors expressed considerable satisfaction with the actual orders that were placed at their stands. Additionally, there were many inquiries and new contacts made.

This exhibition was truly international, as some 15 overseas firms were included in the exhibitors. Visitors from some 27 countries are known to have attended, and official visitors came from France, Germany, Italy, Japan, Mexico and the United States.

The organizers, the Light Spring Association, in conjunction with similar associations in other countries, now feel that the show has been sufficiently successful to warrant a further exhibition on a larger scale.

Government Publications

required by customers in the North of England may be obtained quickly from

Her Majesty's Stationery Office, Brazennose Street, Manchester, 2

British printing equipment makes its mark in Chicago

A report from the British Consulate-General, Chicago

BRITISH EQUIPMENT was singled out for mention in press reports of the huge 'PRINT 68' exhibition which recently ran for a week in Chicago. The Linotron 505 photocomposition system of Linotype & Machinery Ltd. was specifically mentioned in a feature article in the *Chicago Tribune* and it also drew favourable comment in other reports.

The International Graphic Arts Exposition, sponsored by the National Printing Equipment Association, was held at the International Amphitheatre in Chicago from June 20 to 26. This was the largest exhibition of printing equipment ever held in the Americas and was truly international in character. It was estimated that the products of more than 500 companies were on display, of which almost 100 were foreign. Sources included Australia, Belgium, Canada, Czechoslovakia, Denmark, East Germany, France, Great Britain, Italy, Japan, The Netherlands, Sweden, Switzerland and the Federal Republic of Germay.

Products of 27 British companies were on display on 24 different stands, some of which were in the names of their American agents. The British effort was second only to that of the Federal Republic of Germany, whose products were seen on 37 stands. Japan followed with 15, Italy with 11, Switzerland with 10, Sweden with seven and France with six. British motors were seen on equipment from Denmark, Switzerland and Canada. While East German products were only noticed on two stands, that of Polygraph (East Berlin) was one of the largest in the entire show. British products ranged from the largest presses of Strachan & Henshaw and of Crabtree to anti-setoff powder from Aerostyle and printers' furniture from Stephenson Blake.

Although the Federal Republic of Germany and Italy had information stands, Britain was the only country to have a national group exhibit as well. Eleven firms had stands in the official display organized by the Board of Trade and the British Printing Machinery Association. Mr. William Maxwell, secretary of the Association, was in attendance at the information desk. Eight more firms had independent stands in other parts of the exhibiton, partially or wholly covered by the joint venture scheme, while the products of a further eight British companies were carried on the stands of American agents or distributors.

The British exhibitors, according to Mr. Maxwell, were almost without exception well satisfied with the volume and nature of the interest shown in their products. They made specific mention of relations established with customers from such diverses markets as Japan, Turkey, Sweden and Latin America, as well as the United States, and the numbers of foreign visitors were evident to any casual observer. Mr. Maxwell also expressed gratification at the spontaneous tributes paid by many visitors to the design and quality of the British equipment on display.

Sales of printing machinery in the United States in 1968 are expected to exceed $500 million, compared with $375 million in 1962. Most equipment now in use is believed to be over 10 years old, thus spurring the demand for the newer automated designs. In the view of one of the British exhibitors, any British manufacturer of graphic arts supplies or equipment would have found it well worth while to participate in this year's show; unfortunately, due to the high cost of mounting such an exhibition, the next will not be held for another five years.

Demonstrating his company's printing press to visitors to 'Print 68' in Chicago is Mr. E. A. Timson, chairman of Timsons Ltd. (in shirt sleeves facing camera). This was the largest exhibition of printing equipment ever held in the Americas and included products from more than 500 companies.

British pottery and export markets

THE VITAL ROLE played by industry in solving Britain's economic problems was stressed by Sir Derek Pritchard, chairman of the British National Export Council, when he opened the British Pottery Promotion Service Exhibition at the Carlton Tower Hotel, London, on June 26. The exhibition, which ran for two days, consisted of a display by 29 leading British pottery manufacturers of the 1968 designs, illustrating the latest fashion trends.

Recognizing the work done by diplomatic posts abroad, the Board of Trade and other departments in the cause of exports, Sir Derek continued: 'But when it comes to the crunch it is industry itself which will, by its success or failure to sell more overseas, determine how soon and how effectively Britain emerges from her economic problems.'

However much help might be available from Government sources to the exporter – and there was a great deal and it was very good – the promotion of exports, the collective research and marketing on behalf of an industry or groups of industries must be in the hands of businessmen.

Sir Derek paid tribute to the pottery industry for its record of 40 per cent exports of output, and it was the export theme that was stressed by Mr. S. H. Jerrett, director of the British Pottery Manufacturers Federation. 'Export, to the British pottery manufacturer,' he said, 'is part of his daily life – to him, the relative importance of markets in Manchester, Montreal or Munich is not influenced by distance or inconvenience but purely by the vagaries of that market's customs, tariffs or tax systems.' Mr. Jerrett pointed out that the British home market was a pace-setter for design for sophisticated world markets.

£$\frac{3}{4}$ million worth of inquiries and orders at IFAC

THE INTERNATIONAL Industrial Finishing and Anti-Corrosion Exhibition (IFAC), which closed its five-day run at Earls Court, London, on June 14, provided a comprehensive picture of the progress which has been made in British finishing materials and techniques and in corrosion protection and control over the past two and a half years. Making its first appearance since the amalgamation of the Corrosion and Metal Finishing Exhibition with the International Industrial Finishes exhibition in 1966, IFAC attracted 9,475 visitors, said by the organizers, Technical Exhibitions, to be drawn from a cross-section of industry generally and reflecting the awareness of manufactureres of the importance of keeping abreast of developments in finishing techniques. Total overseas attendance was 654 – this being the total of overseas visitors who registered or made themselves known to the organizers – a 100 per cent increase over the corresponding figure for the last appearance of the exhibition in 1966.

IFAC was opened by Sir George Farmer, chairman, The Rover Co. Ltd., on June 10. In his opening address, Sir George surveyed briefly the importance of finishing techniques and anti-corrosion measures as affecting industry generally. He observed that the motor-car industry alone used more than one million tons of sheet steel per year, and all of this metal required the application of finishing and anti-corrosion techniques. The United Kingdom was now in the forefront of development in many aspects of this wide field.

The organizers reported that business was brisk at IFAC – mounting steadily to a peak as the exhibition progressed. Transactions reported totalled £128,000 worth of firm orders on the stands and £635,000 worth of firm inquiries.

Commenting on the results of the exhibition, the organizer, Mr. Christopher Bradley, said: 'The pace of the exhibition increased markedly as the week progressed. Most striking features were the high quality of the attendance – most exhibitors reported greatly increased volumes of inquiries and business – and the doubling of overseas attendance due to an intensified campaign for visitors from abroad.'

The next appearance of the International Industrial Finishing and Anti-Corrosion Exhibition will be at Earls Court, London, from June 1 to 5, 1970.

An unusual exhibition in Switzerland

A report from the British Consulate General, Zürich

FROM JUNE 8 to 16, 15 British firms took part in a joint venture organized by the Board of Trade and the British Furniture Manufacturers Federated Associations at an unusual international trade exhibition held at St. Gallen, 50 miles to the north-east of Zürich. The theme of this exhibition, the first of its kind in Switzerland and which bore the name of 'Kopantiqua', was reproductions of antiques of all kinds. On 88 stands, occupied by firms from France, Italy, Austria, Germany, Spain, Belgium, the Netherlands, Liechtenstein and Switzerland, as well as the United Kingdom, was to be found a diversified display of these reproductions, comprising furniture, clocks, china, prints, statuary, weapons and other objets d'art.

The setting for Kopantiqua was a pair of the open-plan timber-built structures in the permanent exhibition grounds where the annual Swiss National Agricultural Show is held, and the unplanned timbers of these modern Swedish-type buildings provided an unusual contrast to the exhibits. The display of these was of a generally high standard, and the British joint venture stands, which were designed by the Central Office of Information and which covered an area of about 550 sq. metres or about one-sixth of the total stand area, were particularly singled out for many favourable and envious comments from visitors to the exhibition and from other participants.

A crowded scene round the British stands at the Kopantiqua exhibition, St. Gallen, Switzerland.

The British stands showed almost entirely reproductions of Regency and Tudor furniture. There were also reproduction weapons, clocks and prints on display. It was an impressive array and attracted considerable attention which resulted in some good business being done. G. & F. Gillingham Ltd., who were exhibiting for the first time, went home with over £5,000 of firm orders; their reproduction barometers did particularly well. Mr. Serlin of George Serlin & Sons Ltd., (Sureline of London) reported not only orders to the value of almost £10,000 (including a substantial one for Denmark) but also having made valuable contacts from which the potential business looked very promising; he was one of several British exhibitors who either appointed agents or who opened negotiations with a view to representation in Switzerland. James Lupton and Sons Ltd., who were showing furniture specially designed for the occasion, have a very active agent, who had arranged a subsidiary display of this furniture by the largest of the St. Gallen furniture retailers; this firm have exclusive rights in respect of the range in the St. Gallen area and held a special ceremony at their shop before the official opening of Kopantiqua. Business was brisk for this British exhibitor, whose agent reported orders in the thousands of pounds. Archie Shine Ltd., are another British firm who were successful at Kopantiqua with orders worth about £7,000.

In general, the participants in the joint venture were well satisfied in one way or another with having been at this experimental exhibition. Not all did as well in actual business as the firms mentioned earlier, but almost without exception, they made many contacts and are certain that the potential business is promising.

Amongst the visitors to Kopantiqua, reported to have numbered about 15,000 were HM Consul General and HM Consul at Zürich who attended the opening ceremony of June 8. The good attendance figures show that it is possible, with modern communications, to hold a successful exhibition in a relatively small city.

Furniture mission visits Japan to prepare for British Week in Tokyo

A RESEARCH MISSION comprising representatives of four of Britain's leading furniture manufacturers and exporters has recently paid a two week's visit to Japan to prepare the ground for British Week in Tokyo (September 26-October 5, 1969). Their principal objective was to conduct research into Japanese tastes and probable trends in future demand for Western types of furniture. They also investigated the methods of marketing imported furniture.

Led by Mr. D. B. Ercolani, managing director of Ercol Furniture Ltd., the mission held important meetings with the Japanese Furniture Manufacturers Association, many leading department store buyers, importers, wholesalers and retailers as well as interior designers.

Before leaving Japan, Mr. Ercolani said that they had found Japanese buyers surprisingly receptive to their ideas.

'This was a research mission and the taking of orders was not of immediate importance for us yet we have, almost incidentally, concluded some interesting business.

'We are very satisfied with what we have learnt of the prospects in Japan for our industry and we shall be presenting a most encouraging report when we return to Britain. Present exports of furniture to Japan from Britain are worth about Y75 million a year. We believe that this level could be developed to about Y500 million over the next three or four years. British Week in Tokyo will be one of the most important factors in this development of our trade with Japan. We intend to make full use of all the promotional opportunities which this major British presentation will offer to our industry.'

Looking at the chart on the British Nuclear Forum stand at the Canadian Atom Show '68, Toronto, are Mr. R. A. Ray of Newman, Hender (Woodchester) Ltd. and a visitor to the exhibition. The chart shows that during 1967 the United Kingdom produced more kilowatt hours of electricity from nuclear power than did the rest of the non-Communist world together.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Pakistan and Czechoslovakia

THE GOVERNMENTS of Pakistan and Czechoslovakia have recently entered into an agreement for the exchange of goods between the two countries on a self-balancing basis. Lists of the goods to be exchanged are reproduced below. The agreement will remain in force for one year from the date of signature. The exchange of goods and commodities under this agreement will be in addition to the normal trade under existing trade agreements between the two countries.

Exports from Pakistan to Czechoslovakia:

- Raw jute
- Raw cotton
- Raw wool
- Cotton piece-goods
- Semi-tanned and tanned leather (finished)
- Leather footwear and other manufactured leather products
- Animal fur
- Sheep casings
- Fish meal
- Bones (crushed), and bone meal
- Ores and minerals
- Medicinal herbs
- Frozen and canned fish
- Fresh fruits (preserved and canned)
- Fruit juices
- Canned vegetables
- Newsprint and paper products
- Surgical instruments
- Cutlery and sports goods
- Spectacle frames
- Woollen textiles
- Handloom cloth, carpets and ready made garments.

Exports from Czechoslovakia to Pakistan:

- Tools and workshop equipment
- Construction and road building machinery (including cranes and scrapers
- Electrical equipment (including diesel generating sets and transformers)
- Dyes and chemicals
- Metallurgical hard coke
- Marine diesel engines
- Pumps and compressors
- Unexposed film
- X-ray films
- Pesticides and insecticides
- ACSR conductors
- Insulators
- Mining equipment

Any inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 467).

Directly resulting from participation in the American National Hardware Show in New York last October, Burgess Products Company Limited, Electric Tools Division (of Sapcote, Leicester) have just despatched their first bulk consignment of 300 portable electric bandsaws and accessories, worth £7,500. The machines are to be delivered to a New York based nationally-known company with 2,000 stores throughout the United States.

Ceylon and the United Arab Republic

THE BOARD OF TRADE has heard from the British High Commission in Colombo that the Ceylon Cabinet has now ratified the Trade Agreement which was signed by representatives of the Ceylon and UAR Governments on November 8, 1966. Provision was made in the agremeent for an exchange of goods to the value of £3,550,000 between the two countries during the period November 23, 1967, to November 22, 1968.

Copies of the letters exchanged between the two Governments and of the lists of goods may be obtained from Tariff Section, Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

Cuban claims

THE FOREIGN OFFICE announce that any British national who has suffered loss of property in Cuba as a result of Cuban measures since January 1, 1959, or who has a balance held in a bank in Cuba is invited to apply to the Claims Department, Foreign Office, First Avenue House, High Holborn, London, W.C.1, for the appropriate forms on which to record details of such. Completed statements must be lodged with the Claims Department by October 31, 1968.

Government Publications

required by customers in Wales may be obtained quickly from

Her Majesty's Stationery Office, 109 St. Mary Street, Cardiff

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ALGERIA

(124/68) Electronic Tubes and Semi-Conductors for Algerian Radio and Television Authority. (Further Information.) E.S.B. 24128/68.*

ARGENTINA

Servicios Electricos del Gran BA:
(127/68) Electrical Equipment. July 18. E.S.B. 25625/68.*
(127/68) Insulators; Bolts. July 18. 25624/68.*
(127/68) Electric Meters. July 18. E.S.B. 25626/68.*

AUSTRALIA

(126/68) Incinerators for Federal Health Ministry, Queensland. (Advance Information.) E.S.B. 25194/68.
(127/68) Chlorination Plant for Government Tender Board. August 1. E.S.B. 24564/68.
(126/68) Desalination Plant for Public Works Department, West Perth. (Advance Information.) Closing date not stated. E.S.B. 25144/68.
(126/68) Distance Relay Equipment for Southern Electric Authority of Queensland. July 30. E.S.B. 25192/68.*
(124/68) Chlorination Plant for State Tender Board of Western Australia. Closing date not stated. E.S.B. 24991/68.*
(127/68) Weighbridges for Victorian Railways. October 30. E.S.B. 25645/68.*

BRAZIL

Companhia Auxiliar de Empresas Electricas Brasileiras (Caeeb):
(128/68) Electrical Equipment. August 9. E.S.B. 25669/68.
(128/68) Voltage Regulators and Equipment. August 14. E.S.B. 25670/68.

BURMA

(127/68) Copying Machine for Industrial Development Corporation. July 31. E.S.B. 25658/68.*
Myanma Export Import Corporation:
(127/68) Workshop Equipment. July 18. E.S.B. 25659/68.*
(127/68) Dyestuffs. July 17. E.S.B. 25660/68.*
(126/68) Electric Lamps for Union of Burma Railway Board. July 18. E.S.B. 25169/68.*

CANADA

(124/68) Spillway Gates, etc. for Manitoba Hydro. Tender documents now available. August 22. E.S.B. 25103/68.*

CENTRAL AFRICAN REPUBLIC

(126/68) Electrical Project for M. Le Chef du Service Outre-mer Electricite de France. Closing date not stated. E.S.B. 25200/68.*

CEYLON

(123/68) Stainless Steel for Ceylon State Hardware Corporation. July 30. E.S.B. 24978/68.
(127/68) Electrical Supplies for Co-operative Wholesale Establishment. July 25. E.S.B. 25621/68.
(127/68) Air Conditioning Plants for Department of Government Electrical Undertakings. (Further Information.) Tender documents now available. E.S.B. 24712/68.*

Director of Water Supply, Drainage and Local Government Works:
(127/68) Water Supply Scheme. August 2. E.S.B. 25644/68.
(127/68) Water Supply Scheme. July 26. E.S.B. 25634/68.
(127/68) Pumps for State Engineering Corporation. (Further Information.) Tender documents now available. E.S.B. 24570/68.*

CHILE

(124/68) Circuit Breakers for Empresa Nacional de Electricidad SA. August 27. E.S.B. 24980/68.*

COLOMBIA

(127/68) Generating Sets for Instituto Nacional de Radio y Television. August 19. E.S.B. 25654/68.

CYPRUS

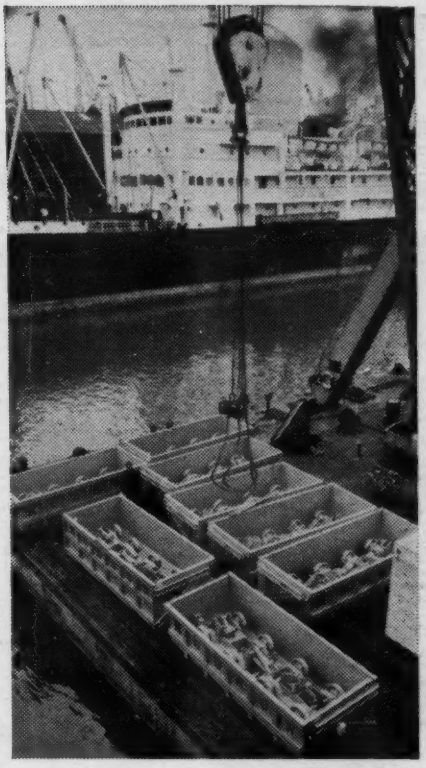
(126/68) Chemicals; Insecticides, etc. for Co-operative Central Bank Ltd. July 8. E.S.B. 25152/68.*

ECUADOR

(125/68) Steam Turbine Generating Unit for Ecuadorean Electrification Institute (INECEL). (Advance Information.) E.S.B. 25108/68.

INDIA

(127/68) Gravity Main and Allied Works for Bangalore Water Supply and Sewerage Board. (Further Information.) E.S.B. 24507/68.
Bhabha Atomic Research Centre:
(126/68) Microelectrophoresis Apparatus. July 26. E.S.B. 25154/68.
(126/68) Spectrum Comparator. August 5. E.S.B. 25155/68.
(126/68) Refrigerated Chamber. August 5. E.S.B. 25156/68.
(126/68) Temperature Programmer Controller. August 6. E.S.B. 25157/68.
(126/68) Microscope. August 6. E.S.B. 25158/68.
(126/68) Pyrometer. August 7. E.S.B. 25159/68.
(126/68) Pen Recorder. August 7. E.S.B. 25160/68.
(126/68) Ultramicrotome. August 8. E.S.B. 25161/68.
(126/68) Galvanometer. August 8. E.S.B. 25162/68.
(126/68) Temperature Controllers. August 9. E.S.B. 25163/68.
(126/68) Film Thickness Monitor. August 9. E.S.B. 25164/68.
(126/68) Micro-Glass Fibre Filter Medium. August 12. E.S.B. 25165/68.
(126/68) Stainless Steel Filters. August 12. E.S.B. 25166/68.
(126/68) Autoclave. August 13. E.S.B. 25167/68.
(126/68) Hydraulic Press. July 22. E.S.B. 25180/68.*
(127/68) Transformers for Bihar State Electricity Board. August 9. E.S.B. 25652/68.
(126/68) Sand Plant Systems for Bokaro Steel Ltd. August 14. E.S.B. 25150/68.
(127/68) Draw-Cut-Shaping Machines for Chittaranjan Locomotive Works. (Further Information.) July 30. E.S.B. 23641/68.*
Damodar Valley Corporation:
(127/68) Control Panels. (Further Information.) Tender documents now available. E.S.B. 24940/68.*
(126/68) Ash Handling Plant, August 20. E.S.B. 25147/68.
(124/68) Water Level Recorder for Executive Engineer, Ramganga River Project. (Further Information.) Tender documents now available. E.S.B. 23454/68.*



Robert Hudson (Raletrux) Limited have recently completed a £100,000 contract for the supply of 100 Granby Cars and four tipping ramps to the 'El Toro' Hydro Electric Scheme in Chile, which is being constructed for Empresa Nacional Electricidad S.A., (known as ENDESA). Picture shows the cars being loaded for despatch.

(126/68) Testing Machine; Vacuum Cleaner for Hindustan Aeronautics Ltd. (Further Information.) The closing date has been postponed to July 20. E.S.B. 22001/68.
(127/68) Top Adjusting Screw, Nut and Liner for Hindustan Steel Ltd. July 30. E.S.B. 25653/68.
(126/68) Locomotive for Indian Oil Corporation Ltd. (Further Information.) The closing date has been postponed to August 8. E.S.B. 23402/68.
(125/68) Breach Rifling Bar for Indian Supply Mission. August 19. E.S.B. 25132/68.
(127/68) Resistance Wire for Indian Telephone Industries Ltd. (Further Information.) Tender documents now available. E.S.B. 24724/68.*
(124/68) Semi-Trailer for UP State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 23638/68.*

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058. Telex 886143, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact:– **Dr. FRY'S TRANSLATION SERVICE**

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. **Telephone: PARK 5087 and 7163**

IRAN

(125/68) Cable and Wire for Iran Telephone Co. August 3. E.S.B. 25137/68.*

IRAQ

(124/68) Construction of Transmission Line Substations for National Electricity Administration (Further Information.) Call for tender re-issued. Closing date September 1. E.S.B. 31027/67.

IRISH REPUBLIC

Clare County Council:
(126/68) Concrete Bridge Beams. July 31. E.S.B. 25186/68.
(126/68) Sewerage Scheme. July 31. E.S.B. 25187/68.
(126/68) Water Supply Scheme for Limerick County Council. August 1. E.S.B. 25181/68.

KOREA

(125/68) Telecommunications Equipment, etc. for Office of Supply, Government of the Republic of Korea. July 19. E.S.B. 25127/68.*

LEBANON

(128/68) Flight Simulator for Civil Aviation Safety Centre. August 3. E.S.B. 25148/68.
(125/68) Railway Equipment for Lebanese State Railway. July 17. E.S.B. 25135/68.*

LIBYA

(124/68) Suits for Ministry of Finance. July 22. E.S.B. 24997/68.

MALAYSIA

(126/68) Drugs and Surgical Dressings for Federal Division Tenders Board. July 24. E.S.B. 25197/68.*
National Electricity Board:
(126/68) Electricity Meters. July 31. E.S.B. 25149/68.*
(127/68) Electrical Fittings. July 16. E.S.B. 25664/68.*
(124/68) Electric Switchboards for Public Works Department. (Further Information.) Tender documents now available. These reveal that an urgent delivery is required. E.S.B. 24176/68.*
(127/68) Transmitter/Receivers for State Fire Officer, Selangor Fire Services. July 17. E.S.B. 25663/68.*

MALTA

Treasury:
(124/68) Steel Joists. July 25. E.S.B. 24999/68.*
(124/68) Steel Joists. July 25. E.S.B. 25000/68.*
(125/68) Rayon Fabric. July 25. E.S.B. 25133/68.*

MOROCCO

(126/68) Concrete Sleepers for Moroccan State Railways. August 20. E.S.B. 25190/68.*

NETHERLANDS

(124/68) Construction of Road for Director of Zuiderzee Works. August 7. E.S.B. 24995/68.
(126/68) Road Works for Director of Waterways, Drenthe. August 14. E.S.B. 25188/68.

NEW ZEALAND

General Post Office:
(123/68) Microwave Radio Bearer Equipment. September 16. E.S.B. 24975/68.*
(124/68) Potentiometers and Resistors. July 26. E.S.B. 24993/68.*
(126/68) Surge Diverter for Municipal Electricity Department. July 31. E.S.B. 25189/68.

NIGERIA

(128/68) Insecticide for Common Services Agency Tenders Board. July 30. E.S.B. 25671/68.
(125/68) Cranes for Nigerian Ports Authority. July 20. E.S.B. 24972/68.

PAKISTAN

(124/68) Construction of Pulp Mill for East Pakistan Forest Industries Development Corporation. August 15. E.S.B. 24976/68.*

PORTUGAL

Directorate of Military Engineer Stores:
(126/68) Water Purification Plants. July 31. E.S.B. 25171/68.
(126/68) Graders. August 1. E.S.B. 25172/68.
(126/68) Mobile Cranes. July 29. E.S.B. 25173/68.
(126/68) Transporter. August 5. E.S.B. 25174/68.

SINGAPORE, REPUBLIC OF

(126/68) Scientific Equipment for Central Supplies Office. July 17. E.S.B. 25183/68.*

SUDAN

(125/68) Generating Sets; Battery Charging Sets for Controller of Stores, Posts and Telegraphs. July 25. E.S.B. 25111/68.*
(127/68) Battery Charging Sets for Department of Posts and Telegraphs. August 8. E.S.B. 25988/68.*
Ministry of Works:
(127/68) Steel. July 25. E.S.B. 25647/68.*
(127/68) Timber. July 24. E.S.B. 25648/68.*
Sudan Railways:
(125/68) Railway Equipment. August 29. E.S.B. 25110/68.*
(127/68) Timber. August 8. E.S.B. 25649/68.*

SYRIAN ARAB REPUBLIC

(125/68) Aerial Telephone Lines for Public Administration of PTT. August 13. E.S.B. 25143/68.
(124/68) Electronic Computer for Southern Zone Electricity Directorate. September 2. E.S.B. 24955/68.

TAIWAN

Central Trust of China:
(127/68) Locomotive. July 24. E.S.B. 25601/68.*
(127/68) Mechanical Shovel. July 24. E.S.B. 25602/68.*
(127/68) Winding Machine and Equipment. July 25. E.S.B. 25603/68.*
(127/68) Ultrasonic Cleaner. July 25. E.S.B. 25604/68.*
(127/68) Chemicals. July 25. E.S.B. 25605/68.*
(127/68) DC Standardizing Equipment. July 26. E.S.B. 25606/68.*
(127/68) Bearings. July 25. E.S.B. 25607/68.*
(127/68) Electric Meters; Electric Testers. July 26. E.S.B. 25608/68.*
(127/68) Pump. July 26. E.S.B. 25609/68.*
(127/68) Metallic Silicon. July 25. E.S.B. 25610/68.*
(127/68) Bearings; Wire Cloth. July 25. E.S.B. 25611/68.*
(127/68) Benzoyl Peroxide Catalyst. July 29. E.S.B. 25612/68.*
(127/68) Roller and Bushed Chain. July 26. E.S.B. 25613/68.*
(127/68) Propeller Fan. July 26. E.S.B. 25614/68.*
(127/68) Transformer Testing Sets. July 25. E.S.B. 25616/68.*
(127/68) Transformers. July 22. E.S.B. 25618/68.*
(127/68) Standard Clock. July 25. E.S.B. 25619/68.*
(127/68) Electrical Equipment. July 19. E.S.B. 25620/68.*
(127/68) Fork-Lift Truck. July 25. E.S.B. 25622/68.*
(127/68) Telecommunication Equipment. July 18. E.S.B. 25623/68.*
(128/68) Projectors; Electric Lamps. July 24. E.S.B. 25673/68.*
(128/68) Hydrazine Hydrate. July 24. E.S.B. 25674/68.*
(128/68) Zinc Sheet. July 23. E.S.B. 25675/68.*
(128/68) Air Heater Coils. July 23. E.S.B. 25676/68.*
(128/68) Circuit Breakers. July 19. E.S.B. 25680/68.*
(128/68) Boiler Valve and Controller. July 22. E.S.B. 25681/68.*
(128/68) Drilling Equipment. July 24. E.S.B. 25682/68.*
(128/68) Steel Tanks. July 19. E.S.B. 25683/68.*

TANZANIA

(127/68) Geophysical Equipment for Ministry of Water Development and Irrigation. July 30. E.S.B. 25637/68.

THAILAND

Royal Irrigation Department:
(127/68) Steel Bars. July 30. E.S.B. 25640/68.*
(127/68) Laboratory Equipment. August 1. E.S.B. 25642/68.*
State Railway of Thailand:
(127/68) Flame Cutting Machine. July 17. E.S.B. 25636/68.*
(127/68) Leather Cloth. July 17. E.S.B. 25639/68.*

TURKEY

(123/68) Circuit Breakers for IETT Isletmesi. August 15. E.S.B. 25285/68.*
(124/68) Turbine Generator Sets for Eler Bankasi Genel Mudurlugu. (Further Information.) The closing date has been extended to July 24. E.S.B. 21480/68.*
(127/68) Photographic Materials for Ministry of National Defence. July 16. E.S.B. 26065/68.
PTT Genel Mudurlugu:
(125/68) Perforator Tape. July 29. E.S.B. 25107/68.*
(125/68) Telephone Sets. August 2. E.S.B. 25841/68.*
(128/68) Paper for Turkiye Schiioz Ve Kagit Fab, Isletmesi. July 15. E.S.B. 25688/68.*
(128/68) Chain for Denizcilik Bankasi TAO Mahzeme. July 15. Tender documents now available. E.S.B. 25689/68.*

UNITED STATES OF AMERICA

(125/68) Cranes and Equipment for Department of the Army Corps of Engineers. (Further Information.) Tender documents now available. E.S.B. 24195/68.*

URUGUAY

(124/68) Steel for AFE (State Railways) of Montevideo. First call August 3, second call August 20. E.S.B. 25586/68.
(124/68) Parking Meters for Municipality of Montevideo. (Further Information.) Tender documents now available in Spanish. E.S.B. 24184/68.*

ZAMBIA

(123/68) Telegrinter Rolls Etc. for Central Supply and Tender Board. July 26. E.S.B. 25496/68.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7016 and 7017, Telex 886143, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Algeria
(124/68) Inquiry for printing ink. E.S.B. 25728/68.
(125/68) Inquiry for wrapping paper. E.S.B. 25745/68.

Argentina
(127/68) Inquiry for ceramic baking ovens. E.S.B. 25542/68.

Australia
(127/68) Agency inquiry for communications equipment. E.S.B. 21229/68.
(126/68) Manufacture under licence – industrial and agricultural machinery and equipment. E.S.B. 25224/68.

Australia – Waiver of British Preference
(124/68) Inquiry for Urea. E.S.B. M/39/68.
(124/68) Inquiry for sodium sulphate. E.S.B. M/40/68.
(125/68) Inquiry for surface grinder. E.S.B. A/10/68.
(125/68) Inquiry for surge diverters and counters. E.S.B. A/9/68.
(126/68) Inquiry for modular laboratory instruments for nuclear research. E.S.B. M/19/68.
(125/68) Inquiry for petrol pump equipment. E.S.B. M/22/68.
(127/68) Inquiry for sodium lauryl sulphate. E.S.B. S/20/68.
(127/68) Inquiry for VLF receiver/comparator. E.S.B. S/21/68.
(127/68) Inquiry for voltmeter/null detectors. E.S.B. S/22/68.
(127/68) Inquiry for lead compensators; voltage dividers. E.S.B. S/23/68.
(127/68) Inquiry for differential/null detectors. E.S.B. S/24/68.

Austria
(125/68) Agency inquiry for bread slicing machines; can cookers; electrical household novelties. E.S.B. 12589/68.
(123/68) Inquiry for shortbread. E.S.B. 25252/68.
(124/68) Inquiry for broadcast and television studio equipment. E.S.B. 19143/68.
(125/68) Inquiry for woollen material. E.S.B. 25572/68.
(127/68) Inquiry for dry bodies for electro-porcelain products. E.S.B. 25952/68.

Bahamas
(127/68) Inquiry for cargo containers. E.S.B. 25933/68.

Bolivia
(127/68) Agency inquiry for storage tanks. E.S.B. 25038/68.
(125/68) Inquiry for sweet manufacturing machinery; sweets. E.S.B. 25812/68.
(126/68) Inquiry for copper cable and wire. E.S.B. 25372/68.

Brazil
(123/68) Documentation of Exports. E.S.B. 1209/G.
(125/68) Brazilian journals supplement on Britain. E.S.B. 1391/G.
(128/68) Inquiry in respect of dental equipment. E.S.B. 25440/68

Canada
(125/68) Agency inquiry for electronic components and equipment. E.S.B. 20232/68.
(123/68) Inquiry for switches. E.S.B. 25270/68.
(124/68) Inquiry for conveyor belting. E.S.B. 25067/68.
(125/68) Inquiry for boys' trousers. E.S.B. 19164/68.

(125/68) Inquiry for china clay; digester knives; gearboxes; valves and piping; V belting. E.S.B. 25713/68.
(125/68) Inquiry for technical university equipment. E.S.B. 25734/68.
(126/68) Inquiry for electronic components and testing equipment. E.S.B. 25556/68.
(127/68) Inquiry for electronic equipment. E.S.B. 25912/68.
(127/68) Inquiry for electronic instrumentation. E.S.B. 25566/68.
(127/68) Inquiry for glass reactors and piping; motors; pumps; valves. E.S.B. 25072/68.
(127/68) Inquiry for paper drying machine clothing. E.S.B. 25733/68.
(127/68) Inquiry for slip gauges. E.S.B. 25098/68.

Ceylon
(123/68) Agency inquiry for tractors. E.S.B. 25346/68.
(124/68) Inquiry for gramophone records. E.S.B. 25512/68.

Curacao
(125/68) Agency inquiry for foodstuffs; household plastic goods. E.S.B. 23924/68.

Cyprus
(125/68) Agency inquiry for cotton, rayon and nylon women's materials. E.S.B. 24839/68.
(126/68) Inquiry for cotton, rayon and nylon women's dress materials; women's woollen and worsted piecegoods. E.S.B. 24839/68.

Denmark
(127/68) Agency inquiry for yarns. E.S.B. 45816/67.

Finland
(124/68) Inquiry for foundry machinery. E.S.B. 25751/68.

France
(125/68) Agency inquiry for garage and engineering equipment; tools. E.S.B. 17542/68.
(126/68) Agency inquiry for animal foods; builders' materials and equipment; garden tools; grains and seeds; hardware products. E.S.B. 23891/68.
(125/68) Inquiry for artificial plastic flowers. E.S.B. 25264/68.
(124/68) Manufacture under licence – plastic products. E.S.B. 24829/68.
(127/68) Inquiry for textile colouring matter. E.S.B. 25911/68.

Germany, Federal Republic of
(125/68) Agency inquiry for building accessories and fittings. E.S.B. 24880/68.
(124/68) Agency inquiry for confectionery. E.S.B. 25425/68.
(125/68) Agency inquiry for switching and timing devices for cookers and domestic electric appliances. E.S.B. 25802/68.
(127/68) Agency inquiry for carpets; floor rugs. E.S.B. 24208/68.
(127/68) Agency inquiry for tractors. E.S.B. 25716/68.
(123/68) Inquiry for hollow drilling steel. E.S.B. 25422/68.
(124/68) Inquiry for industrial sweeping machines. E.S.B. 25446/68.
(125/68) Inquiry for brass bars; hot rolled flat-bar steel. E.S.B. 25784/68.
(127/68) Inquiry for asbestos. E.S.B. 24645/68.
(127/68) Inquiry for copper wire. E.S.B. 25880/68.
(127/68) Inquiry for locks. E.S.B. 25937/68.

Guatemala
(123/68) Import Licensing. E.S.B. 1209/G.

Guyana
(123/68) Agency inquiry for balloons, haberdashery; novelties, pharmaceuticals; sunglasses, surgical and chemical rubber goods; toilet preparations; toys and games. E.S.B. 24308/68.

Honduras Republic
(124/68) Agency inquiry for cosmetic and perfume containers; raw materials and manufacturing machinery. E.S.B. 25260/68.

Hong Kong
(125/68) Inquiry for blankets. E.S.B. 25575/68.
(126/68) Inquiry for blankets; woollen textiles. E.S.B. 10916/68.

India
(127/68) Inquiry for testing tesla transformer. E.S.B. 25819/68.

Irish Republic
(124/68) Inquiry for baby-care products and foods; chemicals, cosmetics and toiletries; drugs; laboratory equipment; products for the animal feeding stuffs industry; veterinary products. E.S.B. 22373/68.
(125/68) Inquiry for colour prints. E.S.B. 24305/68.
(127/68) Inquiry for wall finishes. E.S.B. 25901/68.

Israel
(123/68) Agency inquiry for sugar. E.S.B. 25251/68.
(124/68) Agency inquiry for felt hats. E.S.B. 21857/68.
(127/68) Agency inquiry for drawing materials; instruments and accessories. E.S.B. 25864/68.
(127/68) Inquiry for glass jars. E.S.B. 25769/68.

Italy
(123/68) Agency inquiry for cranes. E.S.B. 25206/68.
(124/68) Agency inquiry for biscuits and confectionery; spices and sauces. E.S.B. 25409/68.
(124/68) Agency inquiry for lubricant additives; metal working machinery; plastic moulding machines. E.S.B. 25242/68.
(125/68) Agency inquiry for fire-alarms; flow and pressure recorders; gauges; industrial electric switches; relays-remote control switches; temperature indicators. E.S.B. 25445/68.
(126/68) Agency inquiry for untanned sheepskins. E.S.B. 25545/68.
(127/68) Agency inquiry for air conditioning systems; boilers; humidistats; radiators; thermostats. E.S.B. 25078/68.
(127/68) Agency inquiry for asbestos joints and packing; plastic jointings. E.S.B. 25928/68.
(127/68) Inquiry for compressors. E.S.B. 25048/68.
(128/68) Inquiry for hospital, research and laboratory systems and equipment. E.S.B. 12296/68.

Ivory Coast
(125/68) Market Report on whisky and beer. E.S.B. 19821/68.

Jamaica
(124/68) Inquiry for plastic jerry cans. E.S.B. 34367/67.

Japan
(124/68) Agency inquiry for golf putters; ski boots. E.S.B. 25373/68.
(124/68) Agency inquiry for portable power tools. E.S.B. 25427/68.

Kenya
(123/68) Inquiry for forged steel pipe fittings. E.S.B. 40011/67.

Lebanon
(125/68) Agency inquiry for piece-goods; shirtings and pyjama cloth; yarns. E.S.B. 21778/68.
(126/68) Inquiry for leather. E.S.B. 25873/68.

Luxembourg
(124/68) Agency inquiry for knitwear; woollen piecegoods. E.S.B. 22142/68.
(123/68) Inquiry for electrical cable. E.S.B. 24424/68.
(123/68) Inquiry for polyurethane pipe insulation materials. E.S.B. 11411/68.

Malaysia
(123/68) Agency inquiry for fire fighting equipment. E.S.B. 25352/68.

Netherlands
(123/68) Agency inquiry for dry batteries; electrical domestic appliances; domestic lighting armatures; record players; speaker boxes; stereo amplifiers. E.S.B. 25216/68.

New Zealand
(124/68) Agency inquiry for aluminium mesh; fly screen netting; hand tools; metal coil and strip. E.S.B. 25222/68.
(124/68) Agency inquiry for tyre cord fabric. E.S.B. 16047/68.

Nigeria
(127/68) Inquiry for poultry equipment and machinery. E.S.B. 25259/68.

Norway
(124/68) Agency inquiry for refractory bricks. E.S.B. 25363/68.
(125/68) Inquiry for phonographic and darkroom equipment. E.S.B. 25459/68.

Pakistan
(128/68) Inquiry for textile mill plant and machinery. E.S.B. 25921/68.

Portugal
(123/68) Agency inquiry for drilling machines. E.S.B. 25100/68.
(124/68) Inquiry for filling, capsuling and labelling plant; packaging machinery. E.S.B. 25724/68.
(125/68) Inquiry for agricultural tractors. E.S.B. 24052/68.

Puerto Rico
(124/68) Agency inquiry for beverages. E.S.B. 25066/68.

Rumania
(127/68) Inquiry for hydraulic platforms. E.S.B. 25777/68.

Saudi Arabia
(124/68) Agency inquiry for tufted carpeting. E.S.B. 25362/68.

Senegal
(127/68) Inquiry for glassware; enamel household articles; indigo grains. E.S.B. 25878/68.

South Africa
(126/68) Agency inquiry for fancy goods; stationery and toys. E.S.B. 25452/68.
(127/68) Inquiry for air conditioning equipment; industrial television equipment; telecommunications equipment. E.S.B. 25815/68.

Spain
(125/68) Agency inquiry for operating theatre equipment. E.S.B. 21568/68.
(124/68) Inquiry for hospital equipment. E.S.B. 10906/56.
(127/68) Inquiry for machine tools. E.S.B. 25723/68.

Surinam
(123/68) Agency inquiry for glassware; giftware; women's shoes; women's underwear fabrics. E.S.B. 24266/68.
(124/68) Agency inquiry for duplicating paper; marine engines; photo copying machines; utility vehicles. E.S.B. 24298/68.

Switzerland
(127/68) Inquiry for hot rolled band iron. E.S.B. 25902/68

Thailand
(126/68) Agency inquiry for hospital equipment. E.S.B. 20780/68.
(125/68) Improvement of handling operations in the Port of Bangkok. C.R.E. 20282/68.

Tunisia/Japan
(123/68) Trade Agreement. E.S.B. 1209/G.

Tunisia/Sweden
(125/68) Trade Agreement. E.S.B. 1209/G.

Turkey
(124/68) Inquiry for playing cards. E.S.B. 25508/68.
(125/68) Inquiry for woodworking machinery and equipment. E.S.B. 25549/68.

Uganda
(124/68) Agency inquiry for builders' tools and hardware; clothing; dress materials; motor spare parts. E.S.B. 24887/68.
(126/68) Inquiry for marble chips. E.S.B. 25785/68.

United States of America
(124/68) Inquiry for antique furniture and guns; chart books; daggers; military uniforms; suit of armour; swords; tapestries. E.S.B. 25518/68.
(127/68) Inquiry for confectionery industry supplies. E.S.B. 25840/68
(128/68) Inquiry for machine shop equipment. E.S.B. 25897/68.

Various
(125/68) Ministry of Overseas Development Consultancy Service. G.D. 3363/G.
(125/68) United Nations Development programme (Special Fund). E.S.B. 21584/68.

† For further details of the 'Export Service Bulletin' see page 48.

Measuring the thickness of ice on a dummy fishing trawler mast and bridge front – fitted with de-icing equipment designed and developed by BTR Industries Limited – at the BAC's climatic testing chamber, Weybridge. The equipment, which has already been tested on a trawler in Icelandic waters, successfully cracked nine inches of ice – the equivalent of the severest possible Arctic conditions.

The demonstration took place before an audience of Board of Trade, Admiralty, British Ship Research Association and White Fish Authority officials, trawler owners and Members of Parliament, the company's equipment successfully cracked nine inches of ice on a dummy mast and bridge front at the BAC's climatic testing chamber, Weybridge. The pneumatic de-icer, manufactured by the Palmer Aero Products aviation subsidiary of BTR at Leyland, Lancs., is an adaptation of equipment the company manufactures for leading fins of aircraft. Compressed air pumped in and out of rubber tubes in a 15 foot long overshoe glove cracks ice as it forms. Normally, ice builds up so quickly on a trawler that the ship's stability is affected.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the March 15 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page xvi of this issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Selling trip to United States

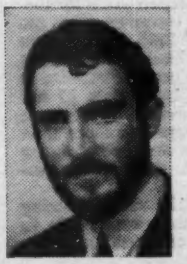
MR. JEFFREY DOWNES, chief sales executive, G. N. Burgess & Co. Ltd., of Feltham, Middlesex, suppliers of hotel and restaurant furniture, has returned to Britain following a 14-day selling trip to the United States and Canada, during which he visited New York, Washington D.C., Boston, Memphis, Seattle, Toronto and Montreal.

Mr. Downes' visit to America opens up an important phase in the company's concentrated drive to develop overseas. Burgess are already selling successfully to hotel groups and other organizations in Europe, the Middle East and North Africa.

West Pakistan tour

A MASSEY-FERGUSON mobile training unit recently completed a 1,500 mile nation-wide tour of West Pakistan to provide on-the-spot training for farm machinery operators. More than 1,800 farm workers and others were given demonstrations, on the correct techniques of operating a wide range of modern equipment. The unit and its two-man crew from Massey-Ferguson (Export) Limited, Coventry, visited 13 town and village centres during its 12-week programme, and at eight of the centres over 100 mechanics and equipment operators attended additional specialist one-day courses in the maintenance and repair of tractors and implements. The 40ft. long training unit can carry several tons of training aids and machinery, and can be adapted as a classroom or cinema. Afghanistan, Turkey, Yugoslavia and Greece are also being visited by the MF unit this year to complete a two-year training tour of Middle East and Southern European contries.

Scandinavian sales tour



MR. T. O'NEILL, of HRP Exports Ltd., London, has returned to London after a three weeks sales tour of Copenhagen, Bergen, Gothenburg Jonkoping, Stockholm and Helsinki. HRP Exports and manufacturers and wholesalers of industrial and commercial refrigeration precision tooled fittings, valves, dehydrators and liquid receivers, and part of Mr. O'Neill's visit in Copenhagen was spent on the company's stand at the recent British Engineering Exhibition. They also market condensing units and ancillary refrigeration equipment and tools.

South American export tour

MICHAEL ROWLEDGE, product manager for Parkinson Cowan International Limited, has left on an extended sales tour of the Caribbean and South America. The aim of the tour is to boost sales of gas cookers and gas metering equipment in particular. Mr. Rowledge, who will be away for two months, expects to make a special impact in the Caribbean in the domestic appliance sector.

Parkinson Cowan International handle export sales for all the group's United Kingdom subsidiaries.

Visit to Australian subsidiary

MR. M. JARMAN, a director of the Wipac Group, has left for Australia for a three week visit to the firm's subsidiary company, Wipac Australia (Pty.) Ltd. The subsidiary company, situated outside Sydney, New South Wales, has been established for eight years and is now tooled for the local manufacture of magnetos. Spotlamps, foglamps and other motoring accessories manufactured at the parent factory in Buckingham are also distributed from the subsidiary to all parts of Australia.

Director's world tour

MR. E. M. BUCHAN, Rentokil's joint managing director, has left on a visit to some of the organization's overseas pest control and timber preservation companies in Africa, Asia, Australia and New Zealand. His tour will include calls at Fiji, The Philippines, Hong Kong, Kuala Lumpur, Singapore, Durban, Johannesburg and Nairobi, returning to the United Kingdom on August 20.

Five weeks' export tour

MR. MICHAEL BARNES, a director, and Mr. Charles Legard, sales manager, of Greenwood & Batley, the Leeds engineers, left on June 29 for a five-week-tour of Australia and South Africa. They will also be visiting agents in Calcutta and Hong Kong.

On July 8 they will attend the opening of the 1968 Materials and Mechanical Handling Exhibition in Sydney where Greenwood & Batley will be showing examples from its range of electric trucks.

Tour of seven major American markets

MR. PETER FORD, chairman of BNEC Latin America, left London on June 12 for a tour of the leading markets in Latin America.

The tour is a follow-up to the successful British Industrial Exhibition and Businessmen's Conference held in Mexico City in October 1966 and will cover Mexico, Argentina, Chile, Peru, Venezuela, Colombia and Brazil.

Commenting on the tour, Mr. Ford said: 'Potentially, the greatest growth area of the 1970s lies in the vast markets of Latin America. The message that has to be understood by British industry is that many Latin American countries are now at a stage where they are determined to set up local industries. If we do not jump on the band wagon and gain a foothold now, you can be certain that our competitors from Europe, North America and Japan will not let this opportunity slip.'

Mr. Ford will return to England in time to preside at a special seminar – to which 300 major British companies have been invited – covering trade with Brazil and the British Industrial Exhibition in Sao Paulo (March 5 to 16, 1969). The seminar is to be held at the Europa Hotel, London, on July 10.

Five months Middle East tour

MR. MICHAEL EWBANK, managing director of Ewbank and Partners Limited, consulting engineers, has left on a five week tour of the Middle East to visit the company's clients and present projects including one for HH The Ruler of Abu Dhabi to provide engineering services relating to power and water desalination plants.

BMPE mission to Mexico

MR. GEORGE B. ALISON, assistant manager, London sales region of Whessoe, has been chosen by the council of British Manufacturers of Petroleum Equipment to lead the mission to Mexico, which left London on May 4.

Continental visit

MR. JOHN MICHAEL AYNSLEY, sales director of John Aynsley and Sons Ltd, of Stoke-on-Trent, Staffs, manufacturers of bone china tableware, has left on a tour of Switzerland, Germany, Italy and France to meet existing agents and to appoint new agents particularly in Germany and Italy.

Far East sales tour

MR. RON POSTLE, export manager of Honeywell's Industrial Products Group, has left on the first leg of a Far Eastern sales tour which will take him to 12 countries in five weeks. 'Our British company is out to maximise the opportunities presented by devaluation' said Mr. Postle, 'and through this tour we hope to significantly extend the exporting work of our Scottish factory. We already export more than a third of our production, but feel there is still a big potential in the Middle and Far East.'

Mr. Postle is visiting the United States, before flying to Tokyo, Hong Kong, Singapore, Sydney, Wellington and Auckland, Bombay, Karachi, Beirut, Teheran and Kuwait.

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Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Prompt action results in Canadian order

An example of the efforts being made by smaller British firms to enter the export field is shown by the prompt action of a manufacturer who recently received, from a St. Stephen, New Brunswick, Canada store through the Harris Tweed Association, an inquiry for Harris tweed coats. Immediately Mr. J. Leslie, managing director of Lesway Ltd., London, W.1, received the inquiry he put through a telephone call to the store-buyer. This initiative resulted in a request for samples and within two days the samples had been made up and Mr. Leslie delivered them himself to London Airport for direct flight to Canada. As a result, Lesway Ltd. received a firm order from the Canadian store within six weeks.

More orders for Leyland buses

A £1¼ million order has been received by the British Leyland Motor Corporation from the Department of Government Transport, Sydney, New South Wales for 400 buses. This follows a previous order for 232 buses, the last of which are currently being bodied in Australia. It is the largest ever placed by the Department who have been placing orders worth over £1 million regularly with Leyland for many years.

Another £20,000 order has been received by the firm for 12 Albion Viking buses from the Pacific Transport Company Ltd. of Suva, Fiji.

Exports increase

Mr. Peter Rex, overseas sales manager of the Kalamazoo Group of Companies of Northfield, Birmingham, announced that their accounting and record systems for all types of business and trade had been sold by distributors in 59 overseas countries. In the three years ended July 31, 1967, 38 per cent of the production of the binders and index factories were exported. Volume of exports in the three years to July 31, 1967, were 27 per cent higher than in the previous three years, their foreign exchange earnings had more than doubled in the last 10 years and had risen by 44 per cent compared with three years previously.

In three years a total of 120 visits – ranging from one day to four months – were made to 36 countries by 22 members of the sales staff.

Swedish order

Hands Trailers Limited, a Hawker Siddeley company, has received an order for 172 sets of Hands/Neway RTS 500 series suspensions from AB Metallimport of Gothenburg, Sweden. The suspensions are scheduled for delivery over the next 12 months and will be built into locally-manufactured trailers.

Export boost for Rocol Ltd.

After extensive tests, the ESAB Group of Gothenburg, Sweden, has selected Rocol spatter release spray as the standard spatter release agent for use with their welding equipment. This standardization by the ESAB Group, is a major breakthrough in the export market, and an order for 10,000 cans for Sweden alone has just been received. The ESAB distribution network will now be co-operating with overseas Rocol associates, licensees and agents to ensure 'local' availability of the product to all users of ESAB welding equipment.

Bottling machine for Belgium

An Albro 60-head filling machine, incorporating hydraulic drive for the first time, is now in operation at a new Belgian dairy. Designed by Albro Fillers and Engineering Company Limited, Ponders End, Middlesex, the machine is used for bottling sterilized milk for Zuivelfabriek 'Seghers,' of Merchtem, Belgium, and is running at 250 litre bottles per minute. The dairy management expect annual output from this one machine to be in the region of 30,000,000 litres.

£230,000 Japanese order

The Electric Furnace Division of Birwelco Limited of Newport, Mon., has taken orders from Japanese engineering companies for some £230,000 worth of induction heating equipment within the last year. The company is also currently building a 7½ tons an hour continuous bar heater for a bearing factory in Krasnik, Poland.

Gearboxes exported to 39 countries

Opperman Gears Ltd. of Newbury, Berks., have announced two orders worth £33,000, for gearboxes to be used exclusively in incubators manufactured by Western Incubators of Chelmsford, Essex, which are exported to 39 countries.

Glass fibre plant for Japan

Woodall Duckham have followed their recently signed £2 million glass fibre plant contract in Poland with a contract from the Naigai Fibre Glass Company – part of Nippon Rayon – for a new glass fibre plant in Kyoto, near Osaka.

Negotiations for this indirect melt plant began in February this year and were conducted against strong competition from other contractors. Following this breakthrough the company is taking immediate steps to consolidate its foothold in Japan.

Educational equipment orders

The following orders have been received by Gilbert Gilkes and Gordon Limited: A Gilkes Tutor Pelton Instructional Set ordered by UNESCO for University College, Nairobi; a 4 inch axial flow pump/turbine set complete with a closed circuit instructional rig for visual aid studies at the local high school of Porto, Portugal; an order from the University of Mosul, Iraq, for Rover gas turbine instructional sets with full instrumentation.

Giant loom for North America

Wilson and Longbottom Limited, of Barnsley, Yorks., a firm which exports some 75 per cent of its textile machinery production and which gained the Queen's Award to Industry in 1966, has obtained a $300,000 order for a giant loom – it weighs over 120 tons and is the largest and heaviest ever to be produced by the company. The order has been placed by a North American company producing drier felt fabrics. The order was finalized by Mr. Ian S. Porter, the firm's managing director, when he visited North America recently.

A new 900-ft. long container berth for the Freemantle Port Authority, Western Australia, has been completed six months ahead of schedule by Taylor Woodrow International Ltd. The berth, with a minimum depth of 36 ft. of water alongside, consists of a steel pile structure supporting a heavy prestressed concrete deck, designed by Taylor Woodrow, whose contract for all the works concerned for the Authority was valued at nearly £¾ million in all. The deck will carry 25-ton containers stacked three high and be equipped with a 45-ton capacity gantry crane and other facilities for the rapid handling of refrigerated and general cargo containers.

Members of the Czechoslovakian Trade Mission which recently visited Britain under arrangements made by the Gauge and Tool Makers' Association.

£200,000 computer for Australia

A Scottish-built Honeywell Controls Ltd. 1200 computer just delivered to New South Wales Department of Main Roads, Sydney, is to form the basis of a state-wide stores control system. A communications network is planned to link the new £200,000 computer to 70 Department of Main Road stores and depots throughout the area.

Vacuum cleaners for Moscow

One of the Bolshoi Ballet's Moscow homes, Congress Hall, is to be kept clean by British industrial portable vacuum cleaners. This export order was obtained by BVC Engineering Ltd., part of the Goblin (BVC) group of companies, as a result of taking part in the Interbytmash Exhibition in Moscow.

Power cables for Abu Dhabi

British Insulated Callender's Cables Limited have received a contract valued at approximately £600,000 from the Government of Abu Dhabi, Department of Development and Public Works, for the supply and installation of over 85 miles of cables required for expansion of the power distribution systems in the towns of Abu Dhabi and Buraimi. The installation work will be carried out by BIC Construction Co. Ltd., the electrical and civil engineering contractors, and is due for completion by the end of 1968. The consulting engineers are Ewbank & Partners Ltd. of London.

Saudi Arabian plant order

Air Products Ltd., New Malden, Surrey, England, winners of this year's Queen's Award to Industry for export achievements, are supplying sewage treatment plant for a major construction project in Saudi Arabia. The plant, which includes factory-built sewage ejectors and pump stations and site-erected Oxigest sewage treatment plants, will be fabricated at Air Products works at Acrefair, North Wales. Contractors for the project are John Laing Construction Ltd., George Wimpey & Co. Ltd., and Hadi Abdullah Alireza & Co. Ltd.

In the past three years the company has exported £5 million worth of plant and equipment, and its exports have accounted for nearly 70 per cent of its total plant sales.

British glass for Russia and Japan

Two new countries, Russia and Japan, are numbered among the ten best 1967 export markets for QVF Ltd., of Stoke-on-Trent, Britain's largest form of industrial chemical glassware and pipeline manufacturers, of Stoke-on-Trent.

Mr. P. P. Jaram, managing director, said that the ten best export markets, in order of sales values, had last year been Germany, Switzerland, the United States, the USSR, France, India, Italy, Japan, the Netherlands and Spain.

Newspaper press for Stockholm

THE FIRST British-built Goss Metro-Offset newspaper press has been sold to a leading Swedish newspaper *Arbetet* of Malmo. The order, in excess of £½ million, is the first of a number expected this year from France, Finland and Australia. The presses will be built at the Miehle-Goss-Dexter factory at Preston. The press for *Arbetet* is claimed to be the largest of its kind in Europe and can turn out a 64-page paper at 60,000 copies an hour – in colour. A special souvenir edition, to mark the installation in the *Arbetet* offices, will include a supplement about British Week in Stockholm (from September 27 to October 5). Advance copies of the supplement were included in a dummy newspaper produced last week at Preston for demonstration to customers and to British and European press.

£40,000 Swiss order

An order worth 400,000 Swiss Francs (approximately £40,000) has been received from the Swiss Federal Postal and Telegraph Administration for solid state microwave radio links. Manufactured by Microwave Associates Limited this closely follows a similar order from Iceland to link their central TV studios in Reykjavik with outlying transmitters.

BICC order from Iran

British Insulated Callender's Cables Limited has received an order worth over £1,100,000 from the Ministry of Water and Power of Iran for the supply of nearly 10,000 kilometres of hard drawn copper strand and aluminium alloy and aluminium conductors, together with soft copper wire and BICC-BURNDY jointing tools and connectors. The materials are required for overhead electrical distribution schemes at 20kV and below to be carried out in various parts of the country.

BIC Construction Co. Ltd. has in hand a £6 million contract for the same customer for the supply and erection of a 230 kV overhead transmission line which will form the main component of the future integrated grid system of Iran.

£1.5 million South African contracts

Two new contracts worth more than £1.5 million have been won in South Africa by the Drake & Scull Engineering Co. Ltd.

One contract is to provide the air conditioning services for the South African Bureau of Standards in Pretoria. At £1.26 million, it is believed to be the largest air conditioning contract ever awarded in the Republic of South Africa.

The second contract, worth £288,000, is to provide all the electrical services for the new Trust Bank of Johannesburg.

So far this year Drake & Scull have gained overseas contracts totalling £4.4 million.

Part of an export order worth nearly £10,000 which the agricultural machinery manufacturers, Bomford & Evershed Ltd., of Salford Priors, are sending to the Congo, consisting of 30 Superflow cultivators, 10 subsoilers and 10 ridgers. Another order worth over £8,000 has been received for more subsoilers and ridgers from the same customer.

Irrigation equipment for Jamaican sugar cane

Farrow & Sons Ltd., of Spalding, have obtained an order for overhead spray irrigation equipment, worth about £60,000, to irrigate some 3,000 acres of sugar cane in Jamaica.

The equipment includes over 27 miles of portable aluminium piping of 4- and 5-inch diameter and nearly 1,000 sprinklers. The scheme has been designed around the new Fallow Risermatic System with long range, single nozzle sprinklers which can be moved along the sprinkler lines without turning off the water supply. The extended sprinkler operational periods permissible with this system reduce sprinkler line pipe moves to only one per day.

The plant is to be installed on several estates owned by the American United Fruit Co. Ltd., where previously all the cane was irrigated by traditional flood methods. This, however, had not proved very effective in recent years with drought conditions prevailing and an increasing shortage of water.

The Farrow material is being supplied through their Jamaican agents, the Hood-Daniel Well Co. Ltd.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the **Board of Trade Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors and provides a document-copying service. There are trade directories covering 150 countries and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

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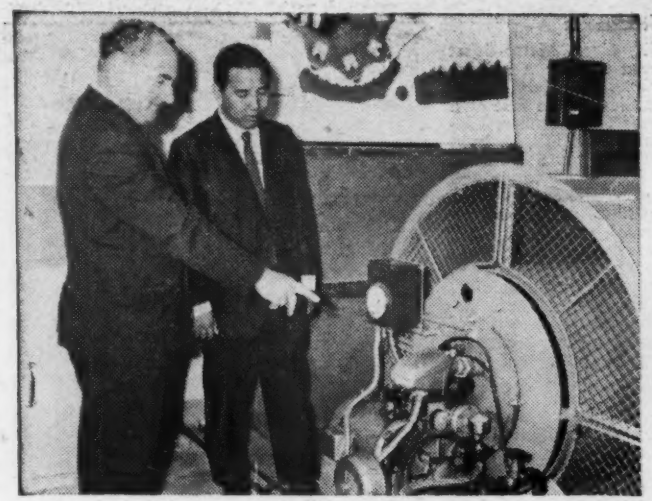
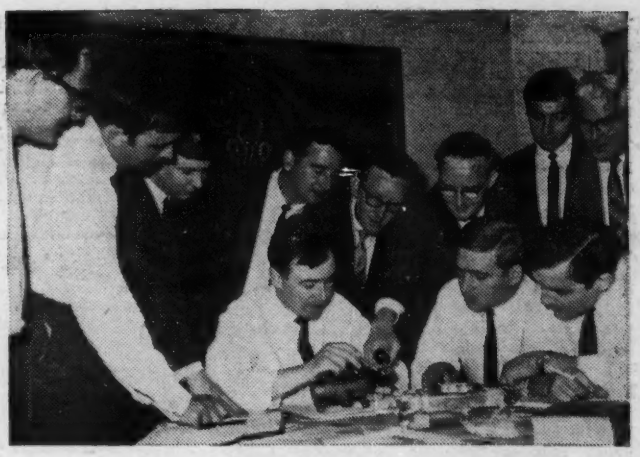


Mr. Goh Boon Bee (right), sales manager of Tractors Malaysia Ltd., with Mr. B. A. Ramsey, Ransomes drier expert, inspecting a Multivac drier at Nacton Works, Ipswich. Mr. Bee has spent a fortnight with Ransomes, being brought up to date with recent developments in both the farm machinery and grass machinery divisions of the company. Tractors Malaysia are Ransomes distributors in Malaysia.

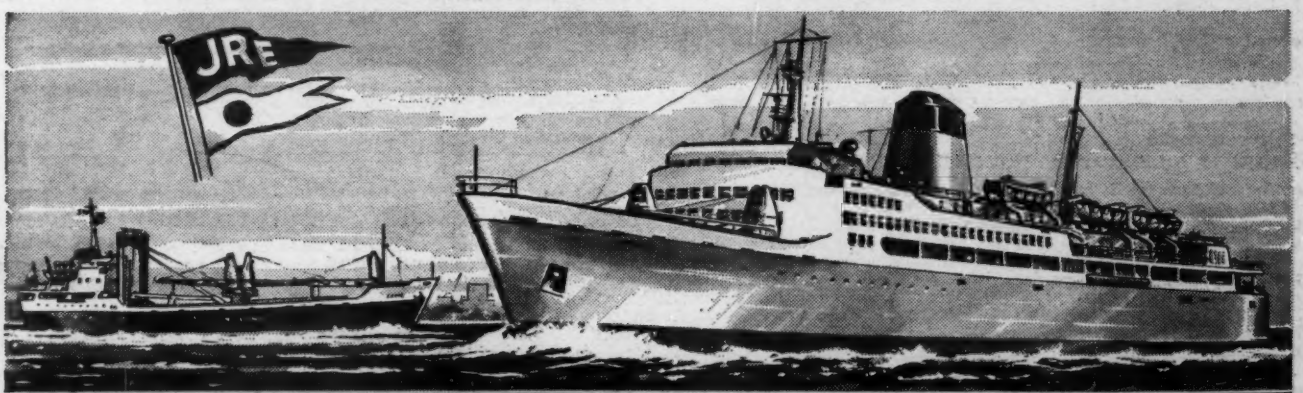


A training course in fluid power practice has been held by A. Schrader's & Son at their works in Cannock. Those taking part included representatives of Schrader stockists in this country and agents from overseas. The policy of holding regular courses in this way fosters a greater knowledge of Schrader products and provides the basis of a comprehensive service, including advice on selection of components and equipment. Picture shows, standing left to right: H. Dupon (Belgium); C. D. S. Bailey, G. J. Minett, D. E. Waymark, A. Rodenby (England); T. C. Slocombe, works manager; M. Grunauer (Switzerland); P. Lockett (England). Seated, left to right: J. D. Wood, applications engineer; H. Billhardt, P. Ihme (Germany).

INTERNATIONAL TRADE CENTRE

The International Trade Centre UNCTAD/GATT, which helps developing countries in the field of export promotion, was set up in May 1964, by the Contracting Parties to the General Agreement on Tariffs and Trade (GATT), who now operate it jointly with the member States of the United Nations Conference on Trade and Development (UNCTAD). The four main spheres of operations are those of training in export promotion; the carrying out of market surveys in developed countries; a trade promotion advisory service; and a publications programme. The Centre's services are made available free of charge to all developing countries.

For further information write or phone the United Kingdom Liaison Officer: Mr. G. Wilcock, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).



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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

IRISH REPUBLIC

Certificates of origin for United Kingdom goods

THE REVENUE COMMISSIONERS of the Irish Republic have issued the following Notice, No. 1056:

1. The Revenue Commissioners have made arrangements with the Association of British Chambers of Commerce whereby a certificate of origin furnished by an authorized British Chamber of Commerce will be accepted in support of claims to *United Kingdom Preference* as an alternative to a manufacturer's or producer's certificate. These arrangements enter into force on July 1, 1968.

2. The arrangements relate only to United Kingdom Preference and cover all goods *except manufactured tobacco*. Existing regulations regarding the certification of claims to preference in respect of manufactured tobacco are not affected by the new arrangements.

3. Subject to the exceptions set out in paragraph 4 below all claims to United Kingdom Preference in respect of goods (other than manufactured tobacco) entered on or after July 1, 1968 must be supported by either –

(i) a manufacturer's or producer's certificate of origin on form Cu. 166,

or

(ii) a certificate of origin furnished by an authorised Chamber of Commerce on form Cu. 168.

4. (a) Existing arrangements whereby certificates furnished by the British Customs authorities are accepted for preference purposes for certain goods are not affected by the new arrangements.

(b) Except in the case of textiles and textiles articles in Chapters 60, 61,62 and 65 of the Irish Customs and Excise Tariff (Brussels Nomenclature classification), a certificate as at paragraph 3 above will not be required in any case where the total value of the goods in a consignment on which United Kingdom Preference is claimed does not exceed £20, exclusive of charges. In such cases a claim to Preference on the invoice (or the Customs Declaration in the case of a post parcel) in the following form will suffice –

'All these goods originate in the United Kingdom in accordance with the Free Trade Agreement.'

Claims on invoices must be signed by a responsible official of the exporting firm.

5. Where a certificate of origin from an authorised Chamber of Commerce is required, the following procedure should be followed. A certificate of origin on form Cu. 166 should be completed by the manufacturer or producer and the exporter as required by the headings of the form and presented by the exporter to the Chamber of Commerce, together with *two* copies of form Cu. 168 duly prepared for certification by the Chamber and a copy of the export invoice.

6. The Chamber will certify the forms Cu. 168 and return one copy to the exporter. They will retain and file as supporting evidence the other copy of the form Cu. 168, the form Cu. 166 and the copy invoice.

7. Exporters applying to a Chamber of Commerce for a certificate of origin will be required to accept and be bound by the Standard Rules for the issue of certificates of origin of the Association of British Chambers of Commerce and, if required by the Chamber, to indemnify it against claims or demands made against it by reason of omissions or inaccuracies in the certificate of origin or related documents or their issue and to sign an undertaking to this effect. Applicants will be issued with a copy of the Rules by the Chamber of Commerce when they first apply for a Certificate of Origin.

8. Supplies of the new form of certificate of origin Cu. 168 may be obtained from any authorised Chamber of Commerce, from the Office of the Revenue Commissioners, Dublin Castle, Dublin 2, or from the Collectors of Customs and Excise at Dublin, Cork, Limerick, Galway and Waterford.

9. A list of Chambers of Commerce which are at present authorised to issue Forms Cu. 168 is appended to this Notice.

10. This Notice should be read in conjunction with Public Notice No. 1029 (Preferential Rates of Customs Duty). (Notice No. 1029 was published in full on the *Board of Trade Journal* of July 22, 1966, pages 244-248).

List of Authorised Chambers of Commerce

England and Wales

Barnsley & District Chamber of Commerce
Batley & Biretall Chamber of Commerce
Birkenhead Chamber of Commerce
Birmingham Chamber of Commerce & Industry
Blackburn & District Chamber of Commerce
Bolton & District Chamber of Commerce
Boston & District Chamber of Commerce
Bradford Chamber of Commerce
Brighton & Hove Chamber of Commerce
Bristol Chamber of Commerce
Burnley & District Chamber of Commerce
Burton upon Trent Chamber of Commerce
Bury & District Chamber of Commerce

Cardiff Chamber of Commerce
Carlisle Chamber of Commerce
Chester & N. Wales Chamber of Commerce
Colchester & District Chamber of Commerce & Industry
Coventry Chamber of Commerce
Croydon Chamber of Commerce

Derby & Derbyshire Chamber of Commerce
Dewsbury Chamber of Commerce
Doncaster Chamber of Commerce
Dudley & District Chamber of Commerce

Exeter & District Chamber of Commerce

Gloucester & County Chamber of Commerce

(*Continued on next page*)

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THE IRANO BRITISH BANK (INCORPORATED IN IRAN)
THE COMMERCIAL BANK S.A.L. (INCORPORATED IN LIBYA)
THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

IRISH REPUBLIC, *continued*

Goole Chamber of Commerce
Grantham Chamber of Commerce
Gt. Grimsby Chamber of Commerce
Gt. Yarmouth Chamber of Commerce

Halifax & District Chamber of Commerce
Huddersfield & Spen Valley Chamber of Commerce
Hull Chamber of Commerce

Ipswich Chamber of Commerce
Isle of Man Chamber of Commerce (Douglas)
Isle of Wight Chamber of Commerce (Newport)

Jersey Chamber of Commerce (St. Helier)

Kendall Chamber of Commerce

Lancaster, Morecambe & District Chamber of Commerce
Leeds Chamber of Commerce
Leicester & County Chamber of Commerce
Lincoln Chamber of Commerce
Liverpool Chamber of Commerce
London Chamber of Commerce
Lowestoft Chamber of Commerce
Luton, Dunstable & District Chamber of Commerce

Manchester Chamber of Commerce
Medway Chamber of Commerce (Chatham)

Neath, Briton Ferry & District Chamber of Commerce
Newark Chamber of Commerce
Newhaven & District Chamber of Commerce
Newport & Monmouthshire Chamber of Commerce
North Lindsey Chamber of Commerce (Scunthorpe)
North Staffordshire Chamber of Commerce (Stoke-on-Trent)
Northampton & County Chamber of Commerce
Norwich Chamber of Commerce
Nottingham Chamber of Commerce

Oldham & District Chamber of Commerce
Ossett Chamber of Commerce

Plymouth Chamber of Commerce
Poole, Bournemouth & District Chamber of Commerce
Portsmouth Chamber of Commerce
Port Talbot Chamber of Commerce
Preston & District Chamber of Commerce

Reading Chamber of Commerce
Rochdale & District Chamber of Commerce
Rotherham & District Chamber of Commerce
Royal Tunbridge Wells Chamber of Trade
Rugby Chamber of Commerce
Runcorn & District Chamber of Commerce

Sheffield Chamber of Commerce
Slough Chamber of Commerce
Southampton Chamber of Commerce
Stockport Chamber of Commerce
Sunderland Chamber of Commerce
Swansea Chamber of Commerce

Tees-side Chamber of Commerce (Middlesbrough)
Trowbridge Chamber of Commerce
Tyneside Chamber of Commerce (Newcastle upon Tyne)

Wakefield Chamber of Commerce
Walsall & District Chamber of Commerce
Warrington Chamber of Commerce
Welwyn Garden City Chamber of Commerce
Westbury Chamber of Commerce & Trade
Westminster Chamber of Commerce
Widnes Chamber of Commerce
Wigan & District Chamber of Commerce
Wolverhampton Chamber of Commerce
Worcester Chamber of Commerce

Northern Ireland
Northern Ireland Chamber of Commerce (Belfast)

Scotland
Aberdeen Chamber of Commerce
Ayr Chamber of Commerce

Dundee Chamber of Commerce

Edinburgh Chamber of Commerce

Forth Valley Chamber of Commerce (Falkirk)

Glasgow Chamber of Commerce
Greenock Chamber of Commerce

Kirkcaldy Chamber of Commerce

Leith Chamber of Commerce

Perthshire Chamber of Commerce (Perth)

South of Scotland Chamber of Commerce (Hawick)

Inquiries relating to this Notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, EC4, (Tel. 01-248 5757, Ext. 420 and 475).

Import quotas

THE GOVERNMENT of the Irish Republic have announced the following quotas under the Control of Imports Acts, 1934 to 1964:

Quota No.	Commodity	Quota period	Quota
12	Hose (other than half-hose) made wholly or mainly of silk or man-made fibre, not exceeding 50s. per dozen pairs	July 1, 1968, to June 30, 1969	1,200,000 pairs
28	Certain brushes, brooms and mops of a value of 30s. or over per dozen	July 1, 1968, to June 30, 1969	60,500 articles
53	Certain brushes, brooms and mops of a value of less than 30s. per dozen	July 1, 1968, to June 30, 1969	450,000 articles
35	Certain sparking plugs and certain component parts of sparking plugs	July 1, 1968, to June 30, 1969	150,000 articles
36	Certain laminated springs and certain component parts of laminated springs	July 1, 1968, to June 30, 1969	A quantity equal in value to £35,000
50	Superphosphates	July 1, 1968, to June 30, 1969	605 tons (from countries other than the United Kingdom)
54	Pneumatic tyres for mechanically propelled vehicles other than bicycles and tricycles	July 1, 1968, to December 31, 1968	32,500 articles of United Kingdom manufacture

Inquiries relating to this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

SPAIN

Importation of feed grains

IN THE *State Gazette* of May 23, the Spanish authorities published regulations designed to standardise foreign trade in animal feed grains of the species Hordeum Vulgare L (barley), Zea Mays (maize) and Sorghum Vulgare (sorghum).

Any variety of the above species intended for importation into Spain must be classified in accordance with the quality characteristics shown in the tables below. In addition, all grains, irrespective of commercial type, must fulfil minimum requirements by being whole, healthy, clean, free from visible traces of treatment products and from stains or damage due to cryptogams, insects, rodents or treatment methods, and by being neither over-heated, nor mouldy. Classification by commercial type is as follows:

1. Barley

Commercial type	Specific weight Kg/Hl	Humidity %	Foreign bodies %	Grains of other cereals %	Spoilt grains %	Lost grains %	Broken grains %
Superior	Over 58	13·5	0·5	1·5	0·2	10	5
Ordinary	58 min.	14	1	2	0·3	15	10
Inferior	56 min.	14	1·5	2·5	0·5	25	15
Deficient	52 min.	14	3	5	1	35	20
Industrial	47 min.	14·5	6	10	3	45	30

2. Maize: In addition to commercial type, maize to be classified by grain colour: white, yellow, reddish or orange.

Commercial type	Specific weight Kg/Hl	Humidity %	Split grains %	Damaged grains %	Foreign bodies %
Superior	86	14	3	2	0·5
Ordinary	83	15	4	3	1·5
Inferior	79	16	5	5	2·5
Deficient	74	17·5	6	10	4
Industrial	68	20	10	30	5

3. Sorghum: In addition to commercial type, sorghum to be classified by grain colour: white, yellow, brown or mixed.

Commercial type	Specific weight Kg/Hl	Humidity %	Split grains %	Damaged grains %	Other cereals %	Foreign bodies %
Superior	88	13	3	2	2	0·5
Ordinary	82	14	4	3	2	1
Inferior	76	15	6	5	4	3
Deficient	68	18	10	10	6	5

Grains may be supplied in bulk or packed but must in each case be homogeneous. Packages, which must be clean, odourless, and of jute or other strong material, must be clearly marked with the sender's name, nature of merchandise, commercial type, weight (gross and net or gross by net), country of origin and, in the case of maize and sorghum, grain colour.

Inspectors of SOIVRE (Servicio Oficial de Inspeccion y Vigilancia del Comercio Exterior) will ensure fulfilment of these conditions by taking samples at the point of entry. Consignments will not be cleared without presentation of a SOIVRE suitability certificate. Importers or their agents are therefore required to apply to SOIVRE for inspection of each intended shipment and to show commercial type and grain colour on import licences and declarations.

Trade will operate through selected customs posts to be nominated in due course. In the *State Gazette* of June 15, the Spanish authorities announced that no inspection would take place until complementary regulations had been published.

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

Customs tariff (1)

IN THE *State Gazette* of June 24, the Spanish authorities announced the following modifications to certain sub-sections of their customs tariff:

Tariff heading	Description	Definitive duty	Transitory duty
39.03 B 3 a	Acetobutirate and propianate of cellulose: in the form of liquid or paste (including emulsions, dispersions and solutions), blocks, lumps, powders (including moulding powders), granules, flakes or in similar bulk forms	35%	30%
b	in the form of monofil, of which any cross-sectional dimension exceeds 1 mm., seamless tubes, rods, sticks and profile shapes, whether or not surface-worked but not otherwise worked, plates, sheets, strip, film and foil, whether or not printed or otherwise surface-worked but not cut to shape or otherwise worked, and rectangular articles cut therefrom, not further worked	40%	36·5%
39.03 B 4	Other cellulose esters and plastic materials based thereon	40%	36·5%
90.02 B	Optic systems for marine lighthouses, with unitary weight greater than 10 kg.	15%	5%
C	Others	15% with a specific minimum of 500 Ptas/Kg.	9·5% with a specific minimum of 450 Ptas/Kg.
90.28 C 5	Electric or electronic testing benches for planes and rockets	30%	Free

(SPAIN, *continued on next page*)

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

SPAIN, *continued*

Customs tariff (2)

IN THE *State Gazette* of June 10, the Spanish authorities announced the following modification to Chapter 34 of their customs tariff:

Tariff heading	Description	Definitive duty	Transitory duty
34.04 B	Prepared waxes, being mixtures of different classes of waxes (animal, vegetable, mineral or artificial), or mixtures of waxy consistency, not emulsified or containing solvents, with a basis of one or more waxes, and containing fats, resins, mineral substances or other materials . .	20%	15%

Opening of Global Quotas

THE SPANISH list of Global Quotas for 1968 was published in the *Board of Trade Journal* of February 16, page 531. The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following Quotas. Applications should be presented before July 31.

Quota No.	Goods	Value of licences for which applications are invited
		Pesetas
33	Articles of porcelain	7,000,000
34	Articles of glass	7,000,000
35	Imitation jewellery	4,250,000
36	Containers of iron or steel	10,000,000
37	Stoves, heating apparatus, cookers (including those also connected to central heating), cooking rings, boilers, plate heaters and other similar non-electric kitchen apparatus; parts of cast iron, iron or steel	5,500,000
38	Other manufactures of cast iron or steel	11,000,000
39	Copper manufactures	5,000,000
40	Aluminium manufactures	5,500,000
41	Hand tools for industry	27,500,000
42	Saws and blades	15,000,000
43	Cutlery and table sets of iron or steel	10,000,000

EUROPEAN ECONOMIC COMMUNITY

Tariffs and the Customs Union

THE MEMBER STATES of the European Economic Community adopted for industrial products the Common Customs Tariff on July 1, 1968, when they also implemented their commitments arising from the Kennedy Round of GATT negotiations. The remaining duties on trade between the Member States were also abolished on July 1, 1968. The French Government has, however, sought from the Commission certain safeguards and specific derogations in respect of a number of items.

The completion of the Customs Union is dependent on a number of measures still to be taken in various fields, in particular the harmonization of customs legislation in the Member States. The relevant draft Regulations have been submitted to the Council of the EEC by the Commission for approval. Details will be published in the *Board of Trade Journal* as soon as the text of the adopted Regulations appear in the *Journal Official des Communautés Européennes*.

In addition to customs legislation other measures will be required for the completion of the Customs Union including the implementation of a common transport policy, the implementing of a common trading policy for a number of agricultural products not yet subject to such a policy and the complete freedom of movement of workers. Details of the various Regulations and Decisions necessary to implement these measures will also be published in future issues of the *Board of Trade Journal* as they appear in the *Journal Officiel des Communautés Européennes*.

Temporary suspension of import duties in the common tariff

THE *Journal Officiel des Communautés Européennes* No. L137 dated June 21, 1968 contains the text of **Decision No. 68/258/CEE** which suspends at 12 per cent the common customs tariff applicable to ethyl acrylate and chloroethy (viny) ether copolymers in the form of blocks. (Tariff heading No. ex 39.02C XIV (a).) This suspension is valid for the period July 1, 1968 to December 31, 1968.

The *Journal Officiel* No. L141 dated June 24, 1968 also contains a number of Decisions partially or totally suspending the Common Customs Tariff applicable to a number of goods. These Decisions are as follows:

Decision 68/259/CEE extends from June 30, 1968 to December 31, 1968 the total suspension of the duties applicable to the materials used for aircraft equipment covered by Decision 68/124/CEE (see *Board of Trade Journal* dated March 29, 1968, pages 1024 and 1025).

Decision No. 68/260/CEE temporarily suspends the duty applicable to amines of unstated chemical composition, and certain resins intended for use in aircraft construction.

Decision No. 68/261/CEE suspends the duty applicable to certain products intended to be used in aircraft construction or in the maintenance or repair of certain aircraft or helicopters.

Decision No. 68/261/CEE totally suspends the duty applicable to products intended for inclusion in certain boats or intended for equipping these boats.

Full details of the rate at which these products are suspended, the period of the suspension and the tariff headings affected will be published in a later edition of the *Board of Trade Journal*. Meanwhile the French texts of these Decisions, may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Trade in processed agricultural products

THE *Journal Officiel* No. L138 dated June 21, 1968 contains the text of **Regulation (CEE) No. 735/68** which amends and modifies Regulations No. 83/67/CEE (see *Board of Trade Journal* dated May 26, 1967) and 372/67 CEE (see *Board of Trade Journal* dated August 11, 1967). This affects Articles 5 and 7 and Annexes I and II of Regulation 83/67 and adds an additional Annex to this Regulation and Articles 1 and 2 of Regulation 372/67. Further details of this Regulation may be obtained from the address given below.

The *Journal Officiel* No. L139 contains the text of **Regulation (CEE) No. 760/68** which extends Regulations 214/67/CEE and 407/67/CEE concerning special arrangements to be applied to goods coming under basic Regulation No. 160/66/CEE (see *Board of Trade Journal* dated August 18, 1967, page 424).

The French texts of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for sugar as from July 1, 1968

THE TEXTS of the following Regulations which affect trade in the sugar sector in the EEC as from July 1, 1968 have been published in the *Journal Officiel des Communautés Européennes*.

Regulation (CEE) No. 748/68 relates to the general system of carrying over part of the sugar production to the following sugar marketing year *Journal Officiel* No. L137 dated June 21, 1968).

Regulation (CEE) No. 750/68 establishes a general system for compensation for storage costs in the sugar sector (*Journal Officiel* No. L137 dated June 21, 1968).

Regulation (CEE) No. 774/68 establishes the methods for the application of a system for compensation for storage costs in the sugar sector (*Journal Officiel* No. L142 date June 25, 1968).

The *Journal Officiel* No. C62 contains the text of a proposed Regulation which has been submitted to the Council of the EEC for approval concerning the treatment of asccharose intended for human consumption. It should be noted that the text of this Proposed Regulation when finally approved may differ from the draft text referred to above.

The French texts of the above Regulations and Proposed Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

Common organization of the market for milk and milk products

THE *Journal Officiel des Communautés Européennes* No. C62 dated June 24, 1968 contains the text of a Proposed Regulation which the Commission of the EEC have submitted to the Council for approval, fixing the indicative price for milk and the intervention price for butter, powdered skimmed milk and the cheeses Grana Padano and Parmigiano-Reggiono which are valid tor tne 1968/1969 marketing year.

The French text of the above Proposed Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). It should be noted that the text of this Regulation when officially approved may differ from the draft text referred to above.

Common organization of the market for cereals

THE *Journal Officiel des Communautés Européennes* No. C62 dated June 24, 1968 contains the text of a Proposed Regulation which the Commission of the EEC have submitted to the Council for approval. This Proposed Regulation modifies Article 16 paragraph 4 of Regulation 120/67/CEE (*see Board of Trade Journal* dated July 7, 1967, page 60). Annex B of Regulation 120/67 is also modified in so far as the word 'dehydrated', has been deleted from tariff heading ex 21.05 of this Annex.

The French text of the above Proposed Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). It should be noted that the text of this Regulation when finally approved may differ from the draft text referred to above.

Common organization of the market for pigmeat

THE TEXT OF the following Regulation which affects trade in the pigmeat sector in the EEC has been published in the *Journal Officiel des Communautés Européennes* No. L136 dated June 20, 1968.

Regulation (CEE) No. 739/68 fixes the general system for granting aid for private stocking in the pigmeat sector.

The *Journal Officiel* No. C62 dated June 24, 1968 contains the text of a Proposed Regulation which has been submitted to the Council of the EEC for approval. This will fix the basic price and the quality type for slaughtered pig for the period July 1, 1968 to October 31, 1968. It should be noted that the text of this Regulation when finally approved may differ from the draft text referred to above.

The French texts of the above Regulation and Proposed Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of the Regulation will be published by HMSO.

Common organization of the market for sugar

THE TEXT of the following Regulation which affects trade in the sugar sector in the EEC has been published in the *Journal Officiel des Communautés Européennes* No. L137 dated June 21, 1968.

Regulation (CEE) No. 749/68 relates to the financing of intervention costs on the internal market in the sugar sector during the 1967/1968 marketing year.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Further translations of EEC, ECSC and EURATOM Regulations

THE FOLLOWING further translations of EEC, ECSC and EURATOM Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
932/67	Fixing refunds on cereals and certain categories of wheat or rye flour, groats and meal	10d. (1s. 1d.)
937/67	Fixing levies applicable to imports of processed products based on cereals and rice, including compound animal feeding stuffs	1s. 6d. (1s. 9d.)
947/67	Fixing the amount of subsidy in the oil seeds sector	8d. (11d.)
957/67	On the sale at a reduced price of butter from public stocks to the processing industries	10d. (1s. 1d.)
962/67	Fixing the levies applicable to rice and brokens	10d. (1s. 1d.)
982/67	Amending Regulation No. 769/67/EEC, fixing export refunds in the poultry meat sector for the period beginning Nov., 1, 1967.	8d. (11d.)
988/67, 1/67/ECSC, 9/67/EURATOM	Amending the percentage factors to be applied in the adjustment of officials' remuneration and pensions	8d. (11d.)
1002/67	Extending the period of non-application of Council Regulation No. 17 to transport by rail, road and waterway	8d. (11d.)
1028/67	Amending Regulations Nos.111/64/EEC and 68/67/EEC concerning the calculation of levies applicable to certain cheeses	8d. (11d.)
1038/67	Altering the threshold prices applicable in Germany to certain dairy products for the 1967/68 dairying season	10d. (1s. 1d.)
1042/67	Extending the period of validity of Regulations Nos. 214/67/EEC and 407/67 EEC	6d. (9d.)
1049/67	Fixing the amounts of the variable components applicable during the First Quarter of 1968 to imports into Member States of the goods to which Council Regulation No. 160/66/EEC applies	8s. 6d. (9s. 1d.)
51/68	Fixing the corrective amounts in respect of rice qualities 'Blue Belle' and 'Fortuna' and of brokens 'Fine de Turqie', 'Glutinous C 3 'and 'Glutinous A 1'	8d. (11d.)
68/68	Fixing export refunds for rice and brokens	8d. (11d.)
69/68	Fixing the corrective amount applicable to the refund on rice and brockens	8d. (11d.)

FRANCE

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FRANCE

Import restrictions

Details of the recent French import restrictions are given on page 10.

Exchange control regulations

THE *Board of Trade Journal* of June 14 (page 1788) announced new French regulations governing exchange control. Further measures were announced in the French *Journal Officiel* of June 22. The notice sets out, among other points, detailed requirements for controlling financial payments in connection with imports and exports and for justifying the despatch or actual importation of the goods. The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248, 5757, Ext. 423/408/288).

Transport of perishable foodstuffs

THE *Board of Trade Journals* of May 24 (page 1617) and June 7 (page 1772) published notices concerning the application of French regulations to foreign transport companies of perishable foodstuffs under controlled temperature. The French Government has now postponed the operative date of this measure for three months. This will now be October 1, 1968, instead of July 1, 1968.

GREECE

Changes in credit sale conditions

THE GREEK Currency Committee has decided with effect from May 24, 1968 to amend and complete its decision on the control of the sale on credit terms of durable goods (Ref. 1344/1/3.11.64), as at present in force, and prescribes as follows:

In all cases of the sale by any concern or commercial establishment of machinery or other durable goods within the meaning of Currency Committee decision Ref. 1344/1/3.11.64, to industrial or workshop establishments as the final consumers or to individual artisans for exclusive use in their productive operations regardless of whether the machinery or goods are produced in Greece or imported and regardless of whether or not banks are permitted to finance their import, the minimum proportion of the price which the seller must receive in cash from the purchaser and the maximum period within which the credited balance must be paid shall be as follows:

(a) Goods for which the agreed price per piece ranges from 15,000 to 75,000 drachmae: minimum cash payment of 15 per cent of the total price; maximum period for payment of balance, 36 months.

(b) Goods for which the agreed price per piece is over 75,000 drachmae: minimum cash payment of 20 per cent of the total price; maximum period for payment of balance, 42 months.

The instalments to be paid in each of the above cases need not be equal, but the total payments over each year must be equal.

Machinery and other of the above goods of a value of 1,000 – 15,000 drachmae per piece shall come under the existing regulations on sales of durable goods on credit terms.

All inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482, 466 and 467).

SWITZERLAND

Increased supplementary tax on diesel oil and other fuels

THE *Board of Trade Journal* of June 21, 1968 published details of increases in the import duties on diesel oil and other fuels. In addition, with effect from April 1, 1968 the special supplementary tax chargeable on the import of these products is also increased as follows:

Tariff No.	Description of goods	New rate of supplementary tax per 100 kg. gross	Old rate of supplementary tax per 100 kg. gross
27 07	Oils and other products of the distillation of high temperature coal tar and similar products:		
	Uncracked:		
10	For motors	S.Fr. 15·80	14·75
	Cracked:		
	Products of which at least 90% by volume distils before reaching the temperature of 200°C. (benzol, toluol, xylol, etc.):		
20	For motors	S.Fr. 17·60	16·40
	Other oils and distillation products, such as phenol, creosotes, naphthalene and anthracene oils, etc.:		
30	For motors	S.Rr. 15·80	14·75
27 09	Petroleum oils and oils obtained from bituminous minerals, crude:		
10	For motors	S.Fr. 15·80	14·75
27 10	Petroleum oils and oils obtained from bituminous minerals, other than crude; preparations not elsewhere specified or included, containing not less than 70% by weight of petroleum oils or of oils obtained from bituminous minerals, those oils being the basic constituents of the preparations:		
	For motors:		
	Products of which at least 90% by volume distils before reaching the temperature of 210°C.:		
10	Benzine and its fractions (petroleum spirit, gasoline, etc.)	S. Fr. 17·60	16·40
12	White spirit	S.Fr. 15·80	14·75
	Other products and distillates:		
20	Diesel oil		
22	Petroleum		
24	Other		
27 11	Petroleum gases and other gaseous hydrocarbons:		
10	For engines	S.Fr. 29·45	27·45
29 01	Hydrocarbons:		
	Non-aromatic:		
	Gaseous, whether or not liquefied:		
	Other:		
12	Intended for use in engines	S.Fr. 29·45	27·45

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 4662).

CYPRUS

Certificate of origin and consignment

THE *Board of Trade Journal* of December 15, 1967 (page 1574) and of May 24, 1968 (page 1617) contained announcements about these certificates.

The Cyprus Customs Authorities have now agreed that they are prepared to accept an additional form in this series. It will be called Form B(2) and is to be used where Commonwealth Preference is claimed and where the exporter is independent of the manufacturer but prefers to have a Chamber of Commerce certify as to the origin of the goods rather than give the name of the manufacturer.

The B(2) form will be available from commercial printers. Local Chambers of Commerce have been advised of the certifying procedure.

Inquiries about this notice should be addressed initially to local Chambers of Commerce.

LEBANON

Ceramic sanitaryware

THE LEBANESE *Official Gazette* No. 42 of May 23, 1968 published a decision by the Lebanese Minister of National Economy (Legislative Decree No. 456/1 of May 13) subjecting ceramic sanitaryware, falling within customs tariff heading 69.10, to import licensing control. The following types of product are affected by this measure: sinks, wash basins, bidets, water closet pans, urinals, baths and like sanitary fittings.

No information is yet available about government policy on import licences.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

Import of poultry eggs

THE BRITISH EMBASSY in Beirut have reported that, according to *Official Gazette* No. 42 of May 23, 1968 the ban on the importation of poultry eggs has been extended until December 31, 1968. A notice about this ban appeared in the *Board of Trade Journal* for January 19, 1968 on page 210.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

LIBYA

Visas

NEW REGULATIONS have recently been issued by the Libyan Government the effect of which is that all applications for visas must be authorized by the immigration authorities in Libya. Prospective business visitors are therefore advised to apply to the Libyan Embassy in London for visas well in advance of their visit to allow the Embassy time to refer the application to the Libyan authorities.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357), quoting reference number CRE 14511).

MALAWI

Suspension of duties

THE CUSTOMS and Excise (Suspension) (Amendment No. 2) Regulations, 1968, published in the Malawi *Gazette* as Government Notice No. 103 of May 24, amends, with effect from that date, the Customs and Excise (Suspension) Regulations, 1966 by the deletion of the following items:

SCHEDULE

1 BTN No.	2 Nomenclature	3	4 Effective Rates	5	6
ex 37.05.99	Plates and film for the production in industry of printing media . .	—	Free	Free	Free
ex 40.05.99	Masterbatch with or without additives, in block, sheet, slab and similar forms	—	10%	5%	5%
59.13.99	All goods in this sub-heading . .	—	5%	Free	Free
ex 82.01.01	Hoe blanks	—	5%	Free	Free
ex (87.02)	Motor vehicles of a kind specialized solely or accepted as designed principally for use in airport operations or maintenance (e.g. aircraft refuellers, runway sweepers) . .	—	5%	Free	Free
ex (87.14)	Vehicles and trailers of a kind specialized solely or accepted as designed principally for use in airport operations or maintenance but excluding baggage trolleys and vehicles of a kind mainly or wholly hand propelled; electric power generating vehicles of a kind not capable of classification in heading No. 85.01 .	—	5%	Free	Free

(Britain pays column 6 Rate of Duty)

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

ZAMBIA

Improved packing for exports to Zambia via Dar-es-Salaam

ALL EXPORTS to Zambia consigned via Dar-es-Salaam will, unless other arrangements are made, be transported onwards to Zambia by Zambia Tanzania Road Services. This 1,200 miles route is for the most part an earth road of varying standard. The bitumenization programme is making good progress in Zambia, but it will be two or three years before the whole route is tarmac. Meanwhile road conditions are extremely severe, and dust or mud add serious hazards to the risk of damage to goods in transit. There is also the risk of pilferage from broken packages. No covered vehicles are yet being operated by ZTRS, and goods are liable to be handled under difficult conditions five or six times before delivery. Unless additional precautions are taken in packaging, the risk of damage to goods is inevitable.

Crates should be secured with steel bands three ways. Cardboard containers should be stiffened against squashing and properly sealed. Hessian or paper covering is inadequate. Dust proofing in all cases is essential. Exporters are strongly urged to reinforce all their normal packaging in these ways.

As an alternative to ZTRS particularly for soft or fragile goods, exporters may wish to investigate air freight from Dar-es-Salaam to Zambia. There is now a special air freight service, the charges for which are as follows:

Minimum charge 10s. (86n.)
Under 45 kilos: 4s. 9d. (48n.) per kilo
Over 45 kilos: 3s. 7d. (36n.) per kilo

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2226), quoting reference CRE 9606G.

REPUBLIC OF SOUTH AFRICA

Dumping duty

GOVERNMENT NOTICE R1046, published in the Republic of South Africa Government *Gazette* of June 14, amends the Dumping Duty Schedule to the Customs and Excise Act as follows:

Item	Tariff heading and description	Rebate items	Territories
215.10	By the insertion after paragraph (3) of tariff heading No. 82.05 of the following: (4) Twist drills (excluding hollow core gun or jet drills, masonry drills and subland drills), drills (excluding rock drill bits and coal drill bits), reamers and milling cutters, of steel, of a diameter exceeding ¼ inch . . .	401	Australia Italy UK

Note. Provision is made for an ordinary anti-dumping duty on certain drills, reamers and milling cutters, if imported from or originating in Australia, Italy or the United Kingdom of Great Britain and Northern Ireland. The dumping duty imposed also applies to imports effected under rebate of duty facilities.

KENYA

Import licensing regulations

LEGAL NOTICE Nos. 169 and 170 published in the Kenya Official *Supplement* No. 49 of June 14, announce, with effect from June 6 and June 12 respectively, the Imports, Exports, Supplies and Essential Supplies (Imports) (Amendment) (No. 5) and (No. 6) Orders, 1968, which amends the Imports, Exports and Essential Supplies (Imports) Order, 1964. The first Schedule to the latter Order, published in the *Board of Trade Journal* of November 27, 1964 (pages 1200-1201), and subsequently amended, is now further amended as follows:

Legal Notice No. 169

Item No.	Description
652 2 1 652 2 2 652 2 5 652 2 7 652 2 9	All types of towelling only.

Legal Notice No. 170

Item No.	Description
	633–Cork manufactures
633 0 0	Agglomerated cork and all articles of natural or agglomerated cork including fishing floats, stoppers and discs.
	697–Household equipment of base metals.
697 2 1 9	Tinned and enamel tea trays and serving trays and household insecticide sprayers and domestic insecticide spray guns.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

KENYA AND UGANDA

Customs tariff amendments

THE FINANCE BILLS, 1968, published respectively in the Kenya and Uganda *Gazette Supplements* of June 18, amend, with effect from June 19 the First and Second Schedules to the Kenya and Uganda Customs Tariffs to the following extent:

First Schedule

1. (a) by substituting for Tariff Number 18.06 (which relates to chocolate and other food preparations containing cocoa), the following:

Tariff No.	Tariff Heading	Import Duty
18.06	Chocolate and other food preparations containing cocoa.	50%

(b) by substituting for Tariff Number 25.01 (which relates to common salt, etc.), the following:

Tariff No.	Tariff Heading	Import Duty
25.01	Common salt (including rock salt, sea salt and table salt); pure sodium chloride; salt liquors; sea water	Per lb. 2 cents or 30%

(c) in Tariff Number 38.19 (which relates to chemical products, etc.), by substituting for the words 'I, Other' and 'Free' in the last line thereof, the following:

Tariff No.	Tariff Heading	Import Duty
	I. Put up in forms or packings of a kind sold by retail, but not including diagnostic reagents . . .	30%
	J. Other.	Free

(d) in Tariff Number 39.07 (which relates to articles of plastic, etc., by substituting for the words, 'M. Other' and '30 per cent' in the last line thereof, the following:

Tariff No.	Tariff Heading	Import Duty
	M. Tube or pipe fittings	Free
	N. Laboratory equipment, whether or not graduated or calibrated	Free
	O. Other	30%

(e) in Tariff Number 42.02 (which relates to travel goods), by substituting for the words 'sheeting, or paper-board or of textile fabric:' and 'A. Binocular cases' and 'Free' and 'B. Other' and '30 per cent' in the last three lines thereof, the following:

Tariff No.	Tariff Heading	Import Duty
	sheeting, of paperboard or of textile fabric . .	37½%

(f) by substituting for Tariff Number 55.07/09 (which relates to woven fabrics of cotton), the following:

Tariff No.	Tariff Heading	Import Duty
55.07/09	Woven fabrics of cotton:	
	A. Grey and unbleached	Per sq. yd. Sh. 1/35 or 45%
	B. Gauze for the manufacture of bandages . .	Free
	C. Other	Per sq. yd. Sh. 1/60 or 45%

(g) by substituting for Tariff Number 56.01/04 (which relates to man-made fibres), the following:

Tariff No.	Tariff Heading	Import Duty
56.01/04	Man-made fibres (discontinuous) and waste including yarn waste and pulled or garnetted rags of man-made fibres (continuous or discontinuous), whether or not carded or combed or otherwise prepared for spinning; continuous filament tow:	
	A. Cellulose acetate cigarette filter tow . . .	Free
	B. Other	30%

(h) by substituting for Tariff Number 61.04 (which relates to women's, etc., under garments), the following:

Tariff No.	Tariff Heading	Import Duty
61.04	Women's, girls' and infants' under garments:	
	A. Babies napkins	45%
	B. Other	Each Sh. 3/30 or 45%

(i) by substituting for Tariff Number 71.16 (which relates to imitation jewellery), the following:

Tariff No.	Tariff Heading	Import Duty
71.16	Imitation jewellery:	
	A. Beads and necklaces of beads	40%
	B. Other	37½%

(j) in Tariff Number 73.10A (which relates to bars and rods):
(i) in subheading A. (1), by substituting for the words 'Of a diameter' the words 'Round, of a diameter';
(ii) by renumbering subheading A. (3) as A. (4);
(iii) by inserting a new subheading A. (3) as follows:

Tariff No.	Tariff Heading	Import Duty
	(3) Flat, of width ¾ inch to 5 inches and of a thickness not exceeding ¾ inch	25%

(k) by substituting for Tariff Number 73.12 (which relates to hoop and strip of iron or steel), the following:

Tariff No.	Tariff Heading	Import Duty
73.12	Hoop and strip, of iron or steel, hot-rolled or cold-rolled:	
	A. Strip of width ¾ inch to 5 inches of a thickness exceeding ¾ inch	25%
	B. Other	*Free

(l) by substituting for Tariff Number 73.35 (which relates to springs, etc.), the following:

Tariff No.	Tariff Heading	Import Duty
73.35	Springs or leaves for springs, of iron or steel:	
	A. Road motor vehicle parts	33⅓%
	B. Other	30%

(m) in Tariff Number 76.15 (which relates to aluminium articles for domestic use), by substituting for subheadings A, B and C, the following:

Tariff No.	Tariff Heading	Import Duty
	A. Sanitary-ware	15%
	B. Other	33⅓%

(n) in Tariff Number 83.01 (which relates to locks and padlocks), by substituting for subheading B, the following:

Tariff No.	Tariff Heading	Import Duty
	B. Road motor vehicle parts	33⅓%
	C. Other	15%

(o) In Tariff Number 83.02 (which relates to base metal fittings, etc.), by substituting for subheading C, the following:

Tariff No.	Tariff Heading	Import Duty
	C. Road motor vehicle parts	33⅓%
	D. Other	30%

(p) in Tariff Number 84.10 (which relates to pumps for liquids, etc.), by substituting for subheading B, the following:

Tariff No.	Tariff Heading	Import Duty
	B. Road motor vehicle parts	33⅓%
	C. Other	30%

(q) in Tariff Number 84.11 (which relates to air pumps, etc.), by substituting for subheading B, the following:

Tariff No.	Tariff Heading	Import Duty
	B. Road motor vehicle parts C. Other	33⅓% 30%

(r) in Tariff Number 84.63 (which relates to transmission shafts, etc.), by substituting for subheading B, the following:

Tariff No.	Tariff Heading	Import Duty
	B. Road motor vehicle parts C. Other	33⅓% 30%

(s) in Tariff Number 85.01 (which relates to electrical generators, etc.), by substituting for subheading B, the following:

Tariff No.	Tariff Heading	Import Duty
	B. Road motor vehicle parts C. Other	33⅓% 30%

(t) by substituting for Tariff Number 87.01 (which relates to tractors), the following:

Tariff No.	Tariff Heading	Import Duty
87.01	Tractors (other than those falilng within heading No. 87.07), whether or not fitted with power take-offs winches or pulleys: A. Road tractors for semitrailers B. Other	 25% Free

(u) in Tariff Number 90.01 (which relates to lenses, etc., unmounted), by substituting for subheading A, the following:

Tariff No.	Tariff Heading	Import Duty
	A. Suitable for use With the articles of subheading 90.05, 90.07B or 90.09B	30%

(v) in Tariff Number 90.02 (which relates to lenses, etc., mounted), by substituting for subheading A, the following:

Tariff No.	Tariff Heading	Import Duty
	A. Suitable for use With the articles of subheading 90.05, 90.07B or 90.09B	30%

(w) by substituting for Tariff Number 90.26 (which relates to meters), the following:

Tariff No.	Tariff Heading	Import Duty
90.26	Gas, liquid and electricity supply or production meters; calibrating meters therefor	Free

(x) in Tariff Number 90.27 (which relates to revolution counters), by substituting for subheading C, the following:

Tariff No.	Tariff Heading	Import Duty
	C. Suitable for use in road motor vehicles D. Other	33⅓% 30%

2.

Tariff	Relating to	Amendment of rate of duty only
02.01	Meat and edible offals of certain animals	for '*Free' *substitute* '50%'.
02.02	Dead poultry, etc.	for '*Free' *substitute* '50%'.
02.03 A	Poultry liver, fresh, chilled or frozen	for '*Free' *substitute* '50%'.
02.03 B	Poultry liver, salted or in brine	for '37½%' *substitute* '50%'.
02.04	Other meat and edible meat offals, fresh etc.	for '*Free' *substitute* '50%'.
02.05	Pig fat	for '30%' *substitute* '50%'.
02.06	Meat and edible meat offals salted etc.	for '37½% *substitute* '50%'.
03.01	Fish, fresh (live or dead) etc.	for '37½% *substitute* '50%'.
03.02 A	Fish salted, in brine or dried	for 'Free' *substitute* '37½%'.
03.02 B	Fish, smoked	for '37½% *substitute* '50%'.
03.03	Crustaceans and molluscs	for '37½% *substitute* '50%'.
04.01 A	Cream, fresh	for 'Per lb. cents 90 or 37½% *substitute* 'Per lb. Sh. 1/20 or 50%'.
04.01 B	Milk, fresh	for '30% *substitute* '50%'.
04.02 B	Cream, preserved, etc.	for 'Per lb. cents 90 or 37½% *substitute* 'Per lb. Sh. 1/20 or 50%'.

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KENYA AND UGANDA, *continued*

Tariff	Relating to	Amendment of rate of duty only
04.02 C	Other milk, preserved, etc.	for 'Per 100 lb. Sh. 28/25 or 37½% *substitute* 'Per 100 lb. Sh. 37/75 or 50%'
04.03 B	Other butter	for '37½% *substitute* '50%'
04.04	Cheese and curd	for '37½% *substitute* '50%'
05.04 B	Other guts, bladders and stomachs of animals	for '30% *substitute* '50%'
07.05 A	Beans, peas, etc.	for 'Free' *substitute* '37½%'
07.05 B	Dhall	for '*Free' *substitute* '37½%'
07.06 A	Manioc (cassava) root	for 'Free' *substitute* '50%'
11.01 A	Wheat flour	for '*Free' *substitute* '50%'
11.02 A	Maize meal	for '*Free' *substitute* '50%'
11.06 A	Manioc (xassava) flour	for 'Free' *substitute* '50%'
12.01 A	Soya beans, copra, etc.	for 'Free' *substitute* '37½%'
12.02 A	Soya bean flour	for 'Free' *substitute* '50%'
16.01	Sausages, etc.	for '37½% *substitute* '50%'
16.02	Other prepared or preserved meat, etc.	for '37½% *substitute* '50%'
16.03	Meat extracts and meat juices	for '37½% *substitute* '50%'
16.04	Prepared or preserved fish	for '37½% *substitute* '50%'
16.05	Crustaceans and molluscs	for '37½% *substitute* '50%'
17.02 A	Other sugars, caramel	for '37½% *substitute* '50%'
17.05	Flavoured or coloured sugars, etc.	for '37½% *substitute* '50%'
19.08 A	Biscuits	for 'Per lb. Sh. 1/25' or '37½% *substitute* 'Per lb. Sh. 1/65 or 50%'
19.08 B	Infant feeding rusks	for 'Free' *substitute* '37½%'
21.02	Extracts, essences or concentrates of coffee, tea or maté, etc.	for '*30% *substitute* '50%'
24.02	Cigars, etc.	for 'Per lb. Sh. 62' *substitute* 'Per lb. Sh. 74/40'
24.02 B	Cigarettes	for 'Per lb. Sh. 55' *substitute* 'Per lb. Sh. 66'
24.02 C	Snuff	for 'Per lb. Sh. 9' *substitute* 'Per lb. Sh. 10/80'
24.02 D	Other manufactured tobacco	for 'Per lb. Sh. 55' *substitute* 'Per lb. Sh. 66'
32.09 B	Varnishes and lacquers, etc., other	for '37½% *substitute* '40%'
32.11	Prepared driers	for '37½% *substitute* '40%'
33.06 E	Shampoo	for '37½% *substitute* '40%'
34.01	Soap	for 'Per 100 lb. Sh. 80 or 37½% *substitute* 'Per 100 lb. Sh. 88 or 40%'
34.02 D	Washing preparations, other	for 'Per 100 lb. Sh. 80 or 37½% *substitute* 'Per 100 lb. Sh. 88 or 40%'
34.05	Polishes and creams, etc.	for '30% *substitute* '33⅓%'
34.06	Candles, etc.	for '30% *substitute* '33⅓%'
39.07 G	Beads (plastic)	for '37½% *substitute* '40%'
40.11 A (1)	Rubber tyres, pneumatic as specified	for 'Per lb. Sh. 1/25' *substitute* 'Per lb. Sh. 1/50'
40.11 A (2)	Rubber tyres, pneumatic, other	for 'Per lb. Sh. 1/25' *substitute* 'Per lb. Sh. 1/50'
40.11 A (3)	Rubber tyres, solid	for 'Per lb. cents 30' *substitute* 'Per lb. cents 40'
40.11 C (1)	Inner tubes used on lorries, etc.	for 'Per lb. Sh. 1/25' *substitute* 'Per lb. Sh. 1/50'
40.13 C	Articles of apparel of rubber, other	for 'Each Sh. 3 or 40% *substitute* 'Each Sh. 3/30 or 45%'
41.02/08	Leather	for 'Per sq. ft. cents 90 or 30% *substitute* 'Per sq. ft. Sh. 1 or 33⅓%'
41.09	Leather parings, etc.	for '30% *substitute* '33⅓%'
41.10	Composition leather	for '30% *substitute* '33⅓%'
42.01	Saddlery and harness	for '30% *substitute* '37½%'
42.03	Articles of apparel of leather, etc.	for '40% *substitute* '45%'
42.05	Other articles of leather, etc.	for '30% *substitute* '37½%'
43.03/04 B	Articles of furskin, etc., garments	for '40% *substitute* '45%'
44.27 A	Articles of wood, beads, etc.	for '37½% *substitute* '40%'
46.03	Basketwork, etc.	for '30% *substitute* '37½%'
48.14 A	Envelopes	for 'Per 1,000 Sh. 4/80 or 30% *substitute* 'Per 1,000 Sh. 5/25 or 33⅓%'
48.14 B	Writing blocks, letter cards, etc.	for '30% *substitute* '33⅓%'
48.15	Other paper, etc., cut to size or shape	for '30% *substitute* '33⅓%'
48.18	Registers, excerise books, etc.	for '30% *substitute* '33⅓%'
48.19	Paper or paperboard labels, etc.	for '30% *substitute* '33⅓%'
48.21 B	Other articles of paper pulp, paper, etc., other	for '30% *substitute* '33⅓%'
50.09/10	Woven fabrics of silk, etc.	for 'Per sq. yd. Sh. 2/75 or 40% *substitute* 'Per sq. yd. Sh. 3 or 45%'
51.04	Woven fabrics of man-made fibres (continuous)	for 'Per sq. yd. Sh. 1/50 or 40% *substitute* 'Per sq. yd. Sh. 1/60 or 45%'
52.02	Woven fabrics of metal thread, etc.	for '40% *substitute* '45%'
53.11/13	Woven fabrics of wool, etc.	for '40% *substitute* '45%'
54.05	Woven fabrics of flax, etc.	for '40% *substitute* '45%'
56.07	Woven fabrics of man-made fibres (discontinuous)	for 'Per sq. yd. Sh. 1/50 or 40% *substitute* 'Per sq. yd. Sh. 1/60 or 45%'
57.09/12 B	Woven fabrics of hemp, etc., other	for '40% *substitute* '45%'
58.04 A	Woven pile fabric, cotton	for 'Per sq. yd. Sh. 1/50 or 40% *substitute* 'Per sq. yd. Sh. 1/60 or 45%'
58.04 B	Woven pile fabric, man-made fibres	for 'Per sq. yd. Sh. 1/50 or 40% *substitute* 'Per sq. yd. Sh. 1/60 or 45%'
58.04 C	Woven pile fabric, silk	for 'Per sq. yd. Sh. 2/75 or 40% *substitute* 'Per sq. yd. Sh. 3 or 45%'
58.04 D	Woven pile fabric, other fibres	for '40% *substitute* '45%'
58.08 B	Tulle, etc., plain, other	for '40% *substitute* '45%'
58.09/10	Tulle, etc., figured, etc.	for '40% *substitute* '45%'
59.11 B	Rubberized textile fabrics, other	for '40% *substitute* '45%'
59.12	Textiles fabrics otherwise impregnated	for '40% *substitute* '45%'
59.13	Elastic fabrics, etc.	for '40% *substitute* '45%'
60.01	Knitted or crocheted fabric	for 'Per lb. Sh. 3/30 or 40% *substitute* 'Per lb. Sh. 3/65 or 45%'
60.02	Gloves, etc.	for '30% *substitute* '33⅓%'
60.03	Stockings, etc.	for 'Per pair Sh. 1 or 40% *substitute* 'Per pair Sh. 1/10 or 45%'
60.04	Under garments	for 'Each Sh. 3 or 40% *substitute* 'Each Sh. 3/30 or 45%'
60.05 A	Outer garments, etc., apparel	for 'Each Sh. 3 or 40% *substitute* 'Each Sh. 3/30 or 45%'
60.05 B (1)	Outer garments, etc., blankets	for 'Per sq. yd. cents 80 or 40% *substitute* 'Per sq. yd. cents 90 or 45%'
60.05 B (2)	Outer garments, etc., other	for '30% *substitute* '33⅓%'
60.06 A	Knitted or crocheted fabric	for 'Per lb. Sh. 3/30 or 40% *substitute* 'Per lb. Sh. 3/65 or 45%'
60.06 B (1)	Knitted or crocheted fabric, etc., apparel, stockings, etc.	for 'Per pair Sh. 1 or 40% *substitute* 'Per pair Sh. 1/10 or 45%'
60.06 B (2)	Knitted or crocheted fabric, etc., apparel, other	for 'Each Sh. 3 or 40% *substitute* 'Each Sh. 3/30 or 45%'
60.06 C	Knitted or crocheted fabric, etc., other	for '30% *substitute* '33⅓%'
61.01 B	Men's, etc., outer garments, other	for 'Each Sh. 3 or 40% *substitute* 'Each Sh. 3/30 or 45%'
61.02 A (1)	Women's, etc., outer garments, saris, etc., of cotton	for 'Per sq. yd. Sh. 1/50 or 40% *substitute* 'Per sq. yd. Sh. 1/60 or 45%'
61.02 A (2)	Women's, etc., outer garments, saris, etc., of man-made fibres	for 'Per sq. yd. Sh. 1/50 or 40% *substitute* 'Per sq. yd. Sh. 1/60 or 45%'
61.02 A (3)	Women's, etc., outer garments, saris etc., of silk	for 'Per sq. yd. Sh. 2/75 or 40% *substitute* 'Per sq. yd. Sh. 3 or 45%'
61.02 A (4)	Women's, etc., outer garments, saris etc., of other fibres	for '40% *substitute* '45%'
61.02 B	Women's, etc., outer garments, other	for 'Each Sh. 3 or 40% *substitute* 'Each Sh. 3/30 or 45%'
61.03	Men's, etc., under garments	for 'Each Sh. 3 or 40% *substitute* 'Each Sh. 3/30 or 45%'
61.05	Handkerchiefs	for '30% *substitute* '33⅓%'
61.06 A	Shawls, etc., cotton	for 'Per sq. yd. Sh. 1/50 or 40% *substitute* 'Per sq. yd. Sh. 1/60 or 45%'
61.06 B	Shawls, etc., man-made fibres	for 'Per sq. yd. Sh. 1/50 or 40% *substitute* 'Per sq. yd. Sh. 1/60 or 45%'
61.06 C	Shawls, etc., silk	for 'Per sq. yd. Sh. 2/75 or 40% *substitute* 'Per sq. yd. Sh. 3 or 45%'
61.06 D	Shawls, etc., other	for '40% *substitute* '45%'
61.07	Ties, etc.,	for 'Each Sh. 3 or 40% *substitute* 'Each Sh. 3/30 or 45%'
61.08	Collars, etc., for women's, etc., garments	for 'Each Sh. 3 or 40% *substitute* 'Each Sh. 3/30 or 45%'
61.09	Corsets, etc.	for 'Each Sh. 3 or 40% *substitute* 'Each Sh. 3/30 or 45%'
61.10 A	Stockings, not knitted	for 'Per pair Sh. 1 or 40% *substitute* 'Per pair Sh. 1/10 or 45%'
61.10 B	Gloves, mittens, etc., not knitted	for '30% *substitute* '33⅓%'
61.11	Made-up accessories for apparel	for '30% *substitute* '33⅓%'
62.01	Travelling rugs, etc.	for 'Per sq. yd. cents 80 or 40% *substitute* 'Per sq. yd. cents 90 or 45%'
62.02 A (1)	Bedsheets, etc., cotton, grey and unbleached	for 'Per sq. yd. Sh. 1/25 or 40% *substitute* 'Per sq. yd. Sh. 1/35 or 45%'
62.02 A (2)	Bedsheets, etc., cotton, other	for 'Per sq. yd. Sh. 1/50 or 40% *substitute* 'Per sq. yd Sh. 1/60 or 45%'
62.02 A (3)	Bedsheets, etc., man-made fibres	for 'Per sq. yd. Sh. 1/50 or 40% *substitute* 'Per sq. yd. Sh. 1/60 or 45%'
62.02 A (4)	Bedsheets, etc., silk	for 'Per sq. yd. Sh. 2/75 or 40% *substitute* 'Per sq. yd. Sh. 3 or 45%'
620.2 A (5)	Bedsheets, etc., other fibres	for '40% *substitute* '45%'
62.02 C	Furnishing articles, other	for '30% *substitute* '33⅓%'
62.04	Tarpaulins, etc.	for '30% *substitute* '33⅓%'
62.05 B	Made-up textile articles, other	for '30% *substitute* '33⅓%'
64.01/04 A	Footwear, shoes having rubber or rope soles and uppers of cotton fabric	for 'Per pair Sh. 1/80 or 30% *substitute* 'Per pair Sh. 2 or 33⅓%'
64.01/04 B	Footwear, not having uppers	for 'Per pair Sh. 1/80 or 30% *substitute* 'Per pair Sh. 2 or 33⅓%'
64.01/04 C(1)	Footwear, other, of an inside length not exceeding 9 inches	for 'Per pair Sh. 1/80 or 30% *substitute* 'Per pair Sh. 2 or 33⅓%'
64.01/04 C(2)	Footwear, other, of an inside length exceeding 9 inches	for 'Per pair Sh. 6 or 30% *substitute* 'Per pair Sh. 6/60 or 33⅓%'
64.05 A	Parts of footwear, uppers of leather	for 'Per pair Sh. 4/50 or 30% *substitute* 'Per pair Sh. 5 or 33⅓%'
64.05 B	Parts of footwear, other	for '30% *substitute* '33⅓%'
64.06	Gaiters, etc.	for '30% *substitute* '33⅓%'
68.13 D	Asbestos fabric, in the piece or cut to shape	for '40% *substitute* '45%'
69.04	Building bricks	for '30% *substitute* '33⅓%'
69.05	Roofing tiles, etc.	for '30% *substitute* '33⅓%'
69.06 A	Guttering	for '30% *substitute* '33⅓%'
69.06 B	Rain water pipes	for '15% *substitute* '16⅔%'
70.10	Carboys, bottles, etc.	for 'Free' *substitute* '33⅓%'
70.13	Glassware	for '30% *substitute* '33⅓%'
70.19 A	Imitation pearls, etc.	for '37½% *substitute* '40%'
70.20 A	Glass fibre, curtain or furnishing fabric	for 'Per sq. yd. Sh. 1/50 or 40% *substitute* 'Per sq. yd. Sh. 1/60 or 45%'
73.18	Tubes and pipes, iron or steel	for 'Free' *substitute* '*Free'
73.31	Nails, etc.	for '30% *substitute* '33⅓%'
73.32 A	Black steel bolts, etc.	for '30% *substitute* '33⅓%'
73.32 B	Wood screws	for '30% *substitute* '33⅓%'
74.14	Nails, etc., of copper, etc.	for '30% *substitute* '33⅓%'
74.15 A	Wood screws of copper	for '30% *substitute* '33⅓%'
76.16 C	Articles of aluminium, other	for '30% *substitute* '33⅓%'
80.06 A	Other articles of tin, domestic	for '30% *substitute* '33⅓%'
83.04	Filing cabinets, etc.	for '30% *substitute* '33⅓%'
83.10	Beads, etc., of base metal	for '37½% *substitute* '40%'
83.13 A	Crown corks	for '30% *substitute* '33⅓%'
83.14	Sign-plates, etc.	for '30% *substitute* '33⅓%'
84.06 C	Road motor vehicle engines	for '30% *substitute* '33⅓%'
84.18 A	Centrifuges, etc., road motor vehicle parts	for '30% *substitute* '33⅓%'
84.21 A	Mechanical appliances for projecting liquids, etc., road motor vehicle parts, etc.	for '30% *substitute* '33⅓%'
84.61 B	Taps, etc., road motor vehicle parts	for '30% *substitute* '33⅓%'
84.64 A	Gaskets, etc., road motor vehicle parts	for '30% *substitute* '33⅓%'
85.04 B	Electrical accumulators, other	for '30% *substitute* '33⅓%'
85.08 A	Sparking plugs and glow plugs	for '30% *substitute* '33⅓%'
85.08 B (1)	Electrical starting and ignition equipment, other, suitable for use in road motor vehicles	for '30% *substitute* '33⅓%'
85.09	Electrical lighting and signalling equipment for motor vehicles	for '30% *substitute* '33⅓%'
85.19 A	Electrical make-and-break apparatus for motor road vehicles, etc.	for '30% *substitute* '33⅓%'
85.23 A	Insulated electric wire having conductors of copper or aluminium	for '15% *substitute* '30%'
85.24 A	Carbon brushes, etc., for road motor vehicles, etc.	for '30% *substitute* '33⅓%'
87.02 A (1)	Passenger motor cars not exceeding 1,200 cubic centimetres engine capacity	for '30% *substitute* '33⅓%'

Tariff	Relating to	Amendment of rate of duty only
87.02 A (2)	Passenger motor cars exceeding 1,200 cubic centimetres but not exceeding 1,800 cubic centimetres engine capacity	for '40%' *substitute* '45%'.
87.02 A (3)	Passenger motor cars exceeding 1,800 cubic centimetres but not exceeding 2,250 cubic centimetres engine capacity	for '50%' *substitute* '55%'.
87.02 A (4)	Passenger motor cars exceeding 2,250 cubic centimetres engine capacity	for '70%' *substitute* '80%'.
87.02 E	Motor vehicles, other	for '30%' *substitute* '33⅓%'.
87.03 E	Special purpose motor lorries, other	for '30%' *substitute* '33⅓%'.
87.06 C	Motor vehicle parts, other	for '30%' *substitute* '33⅓%'.
87.09	Motor cycles, etc.	for '30%' *substitute* '33⅓%'.
87.12 A	Parts of motor cycles, etc.	for '30%' *substitute* '33⅓%'.
87.14 G	Vehicles, not mechanically propelled, other	for '30%' *substitute* '33⅓%'.
90.05	Refracting telescopes	for 'Free' *substitute* '30%'.
90.23 A	Hydrometers, etc., suitable as parts of motor vehicles	for '30%' *substitute* '33⅓%'.
90.24 A	Pressure gauges, thermostats, etc., suitable for use in motor vehicles	for '30%' *substitute* '33⅓%'.
90.28 A	Electrical measuring, etc. instruments suitable for use in motor vehicles	for '30%' *substitute* '33⅓%'.
91.03	Instrument panel clocks	for '30%' *substitute* '33⅓%'.
94.01	Chairs, etc.	for '30%' *substitute* '33⅓%'.
94.02 A	Hairdressers chairs, etc.	for '30%' *substitute* '33⅓%'.
94.03	Other furniture	for '30%' *substitute* '33⅓%'.
94.04	Mattresses, etc.	for '30%' *substitute* '33⅓%'.
95.01/08 A	Beads and necklaces of beads	for '37½%' *substitute* '40%'.
95.01/08 B	Worked materials, other	for '30%' *substitute* '33⅓%'.
96.01	Besoms and whisks, etc.	for '30%' *substitute* '33⅓%'.
96.02 B	Hand scrubbing brushes, etc.	for 'Per dozen Sh. 3/60 or 30% *substitute* 'Per dozen Sh. 4 or 33⅓%'.
96.02 C (1)	Paint, etc., brushes not exceeding 2½ inches in width	for 'Per dozen Sh. 5 or 30% *substitute* 'Per dozen Sh. 5/50 or 33⅓%'.
96.02 C (2)	Paint, etc., brushes exceeding 2½ inches in width	for 'Per dozen Sh. 12 or 30% *substitute* 'Per dozen Sh. 12/50 or 33⅓%'.
96.02 D	Paint, etc., brushes, other	for '30%' *substitute* '33⅓%'.
97.07 A	Artificial flies for fishing	for '37½%' *substitute* '40%'.

Second Schedule

3. (1) The Second Schedule to the Customs Tariff Act is amended by deleting therefrom the following Related Headings and the following provisions relating thereto:

Related Heading	Article	Suspended Duty: Amount Provided	Suspended Duty: Amount Imposed
02.01/04	Meat, frozen or refrigerated	37½%	37½%
11.01 A	. . . and wheat flour		
11.02 A	Maize meal	Per 100 lb. Sh. 8	Per 100 lb. Sh. 3/50
07.05 B	Dhall	Per 100 lb. Sh. 6	Per 100 lb. Sh. 6
21.02	Coffee extracts, essences, concentrates and similar preparations with a basis of these extracts, essences or concentrates	7½%	Nil

2. The Second Schedule to the Customs Tariff Act is further amended by inserting therein, in its correct numerical sequence, the following Related Heading and the following provisions relating thereto:

Related Heading	Article	Suspended Duty: Amount Provided	Suspended Duty: Amount Imposed
73.18	Tubes and pipes, of iron or steel	15%	—

Additional amendments which apply to Uganda only will be published next week.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

UGANDA

Sales tax

THE FINANCE BILL, published in the Uganda Gazette Supplement of June 18, introduces a 'sales tax' on a wide range of imported goods. The tax is payable by the Ugandan importer on the landed (c.i.f.) cost of the items affected.

Full details are available from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

Following a visit to the recent ICI Fibre Index exhibition in London, where industrial and domestic products made from coated synthetic materials were on display, three business executives from Scandinavia enjoyed a brief tour of London's landmarks with Mr. M. McCloskey, export manager of Fothergill & Harvey Industrial Textiles acting as guide. On the Albert Embankment are Mr. Henrik Schledermann, of Christensen & Lauest, Lyngby, Copenhagen, Mr. Arthur Osterlund of Bang & Company of Helsinki, Mr. M. McCloskey and Mr. Olle Wasling of Bernt Carling AB, of Boras, Sweden.

NIGERIA

Prohibited imports amendment

THE FIRST SCHEDULE to the Nigeria Import Prohibition Order, 1959 (published in the *Board of Trade Journal* dated May 1, 1959, pages 1054-1059), and subsequently amended, has now been further amended by the Imports Prohibition (Amendment) Order, 1968, the effective date being June 1, by the deletion of the following paragraphs: 4A, 7A and 18A.

Note:

The effect of this amendment is that the importation of the following goods into Nigeria is no longer absolutely prohibited:

(a) blankets
(b) eggs, fruits and meat – other than those canned or bottled;
(c) towels and towelling.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

(NIGERIA, *continued on next page*)

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NIGERIA, *continued*

Import licensing regulations

LEGAL NOTICE No. 65 of 1968 published in the Federal Republic of Nigeria *Official Gazette*, the effective date being June 1, 1968. Open General Import Licence (All Countries) No. 1 of 1964, referred to in the *Board of Trade Journal* of June 12, 1964 (pages 1316–1317) and subsequently amended, is now further amended by the addition of the following items:

Description	Import List Group	Item No.
95. Foodstuffs, the following, other than those canned or bottled: .		
(a) Meat	011	00
	012	10, 90
	013	01, 09
	291	00
(b) Eggs	025	00
(c) Fruits	051	90
	052	00
	053	20, 60, 90
96. Towels and towelling	652	10, 23
	655	40
	656	93
	841	14
97. Blankets	656	60

Note:
The effect of this amendment is that specific import licence is now required for the importation into Nigeria from all countries of the goods listed in the above legal notice.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

MAURITIUS

Import control

THE BOARD OF TRADE has received copies of Mauritius Government Notices Nos. 75 and 80 of 1968. The effect of these notices is to make it necessary for importers of the following goods to obtain an import licence to import them into Mauritius from, *inter alia*, the United Kingdom. The goods are:

Microcellular plastic sheets and chemicals for the manufacture thereof.

Toilet paper.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext 471/2/3).

SINGAPORE

Customs duty amendment

THE BOARD OF TRADE have been informed by cable of the following change of Customs Duty in Singapore:

Code	Description	Unit of Qnty.	Old Tariff			New Tariff		
			Full	Pref.	Excise	Full	Pref.	Excise
112 302	Stout and porter .	Gallon	$7·60	$7·60	$4·80	$8·20	$8·20	$4·80

Pioneer industries

THE BOARD OF TRADE have been informed by cable that the Singapore Government proposes to declare the following industry and product to be a Pioneer Industry and Pioneer Product under the Economic Expansion Incentives (Relief from Income Tax) Act, 1967:

Industry	Product
Manufacture of pleasure craft products . . . . (Minimum annual production of $2 million in value and minimum export of 90 per cent of production.)	Pleasure craft.

This notice means that it has been represented to the Minister of Finance that the development or establishment of this industry in Singapore should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period from two to five years, depending on the amount of capital invested in Singapore.

Any person may object to the proposed order by giving notice in writing to the Minister of Finance, Singapore, before July 25, 1968, of his objections and of the grounds on which they are based.

CEYLON

Import control

THE BOARD OF TRADE has received a copy of Ceylon Government Import Control Notice No. 8/68. The effect of this notice is to further amend the Schedule to Open General Licence No. 1/68 (*Board of Trade Journal* of May 31, page 1695, and June 21 (page 1895) by deleting the words 'and paperboard' from item 641.9 in column 3 of the schedule.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

AUSTRALIA

Special Advisory Authority inquiry

THE AUSTRALIAN Minister of Trade and Industry has referred to the Special Advisory Authority for inquiry and report the question whether it is necessary that urgent protective action, by means of temporary restriction of importation (or by a combination of both), be taken in respect of the following goods: **disposable hypodermic needles** (tariff items 90.17.4 and 90.17.3).

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	General	Preferential
90.17	Medical, dental, surgical and veterinary instruments and appliances (including electro-medical apparatus and ophthalmic instruments):		
90.17.3	Syringes		
90.17.31	Designed for use with injection or puncture needles (including hypodermic syringes):		
90.17.311	Of artificial plastic materials . .	In respect of the needles–42½% In respect of the remainder of the goods–35%	25%
F90.17.319	Of other materials.	In respect of the needles–42½% In respect of the remainder of the goods–7½%	In respect of the needles–25% In respect of the remainder of the goods–Free
90.17.390	Other	7½%	Free
90.17.400	Needles, injection or puncture (including hypodermic needles)	42½%	25%

The Special Advisory Authority is required to report within 30 days of the date of the reference **(July 15)**.

In the short time available for investigation, United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 42 Leicester Square, London, W.C.2 (Tel. 01-930 5072).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319 or 2318), quoting reference No. CRE 1190/68.

(AUSTRALIA, *continued on page* 68)

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

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GERMANY
V48: SYNTHETIC PACKING for food, cosmetics, pharmaceuticals, chemicals—importer seeks suppliers worldwide.
X78: NEW GIFTWARE and mail order items—importer seeks suppliers worldwide.
X95: WESTERN AND LEISURE CLOTHING, Western and Indian articles, saddles, hats, toy arms—importer seeks suppliers.
JAPAN
Z214: DRIED
foliage, other fl
— impor
m
DISTRIC
COLUM
V284: MOTO
and accessories
to import worldw
FLORI
V285: INSU
CLOTHING fo
freezer plants—
suppliers worldw
V294: NOVELTI
CURIOS—firm s
port worldwide.
Z331: ORIGIN
PAINTINGS,
importer seeks
worldwide.
UNITED STATES OF AMERICA
CALIFORNIA
Z312: ORIGINAL OIL PAINTINGS—and frames, decorative wall plaques, sculptures, carved and moulded items, gifts and novelties—firm seeks suppliers worldwide.
CONNECTICUT
V283: SKINS OF TIGER—leopard and zebra, prepared for taxidermy — importer seeks suppliers worldwide.
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ILLINOIS
V299: TROPICAL BIRDS, small animals, reptiles—importer seeks contacts worldwide.
Z337: LIVE EARTHWORMS—natural and preserved baits, fishing lures and tackle—firm seeks to import.
Z338: FISHING LURES and tackle, nets, sea shells, tropical fish, skin and scuba diving equipment—firm seeks to import worldwide.
Z341: WOODEN TOYS, carved wooden animals—firm seeks suppliers worldwide.
NEW YORK
Z370: STAINLESS STEEL HOLLOWARE and flatware, cutlery, woodenware, ceramics, brass, other giftware from Scandinavia—firm seeks to import from manufacturers.
Z378: UNUSUAL NOVELTIES of native origin, stuffed animals, paper hats, noisemakers, nativity items—importer seeks suppliers worldwide.
WASHINGTON
Z486: ETHICAL DRUGS—importer seeks to represent foreign firms.

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AUSTRALIA

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Tariff changes

DETAILS ARE given below of changes made in the Australian Customs Tariff by Customs Tariff Proposals which came into effect on May 17, 1968.

Tariff No.	Essential oils	Rate of Duty	
		General	Preferential
Capsicin			
Omit paragraph 13.03.31, insert the following paragraph:			
13.03.31	Capsicin	10% and $0.183 per lb	5% and $0.137 per lb
Extract of hops			
Omit sub-item 13.03.5, insert the following sub-item:			
13.03.5	Extract of hops	45%; or, if higher, 10% and $0.425 per lb	25%; or, if higher, 5% and $0.275 per lb
Vegetable saps and extracts			
Omit sub-item 13.03.9, insert the following sub-item:			
13.03.9	Other	7½% and if containing more than 2% of proof spirit, $0.10 per gal for each 20% or part thereof of proof spirit	Free
Concentrated Extracts			
Omit paragraphs 22.09.62 and 22.09.63, insert the following paragraphs:			
22.09.62	Compound alcoholic preparations (known as concentrated extracts) for the manufacture of beverages	37½% Primage 10%	17½% Primage 5%
Menthol			
Omit sub-item 29.05.1, insert the following sub-item:			
29.05.1	Menthol	30%	20%
Flavouring			
Omit sub-item 29.11.2, insert the following sub-item:			
29.11.2	Of a kind used for flavouring, not being goods falling within sub-item 29.11.1; butyraldehyde	50%	27½%
Flavouring supplement			
Omit paragraph 29.14.23, insert the following paragraph:			
29.14.23	Methyl formate; ethyl formate; butyl formates; propyl formates; amyl formates; methyl acetate; propyl acetates; ethyl butyrates; butyl butyrates; amyl butyrates; allyl heptoates; allyl isocaproates; esters of a kind used for flavouring, not being goods falling within sub-paragraph 29.14.211	50%	27½%
Coumarin			
Omit sub-item 29.35.3, insert the following sub-item:			
29.35.3	Coumarin	50%	27½%
Provitamins or vitamins			
Omit sub-item 30.03.5, insert the following sub-item:			
30.03.5	Of provitamins or vitamins	32½% and if containing more than 2% of proof spirit, $0.10 per gal for each 20% or part thereof of proof spirit	17½%
Medicaments			
Omit sub-item 30.03.9, insert the following sub-item:			
30.03.9	Of other materials	32½% and if containing more than 2% of proof spirit, $0.10 per gal for each 20% or part thereof of proof spirit	17½%
Essential oils: concentrates and absolutes			
Omit sub-item 33.01.1, insert the following sub-item:			
33.01.1	Essential oils; concentrates and absolutes:		
33.01.11	Bergamot, bitter orange, geranium, jasmine, lavender, lemon grass, neroli, patchouli, rose, rosewood, vetiver and ylang ylang	5%	Free
33.01.12	Citrus, not being goods falling within paragraph 33.01.11	20%	10%
33.01.13	Oil of ginger	$17.50 per lb. less 62½%; or, if higher, 12½%	$17.50 per lb. less 75%
33.01.19	Other	12½%	Free
Resinoids used in flavouring			
Omit paragraph 33.01.21, insert the following paragraph:			
33.01.21	Of a kind used for flavouring	7½%	Free

Tariff No.	Essential oils	Rate of Duty	
		General	Preferential
Mixtures of two or more odiferous substances used as raw materials in perfumery, food or drink industry			
Omit sub-items 33.04.1 and 33.04.9, insert the following sub-items:			
33.04.1	Containing more than 2% of proof spirit	47½%	22½%
33.04.9	Other:		
33.04.91	Of a kind used in the food or drink industry	45%; or, if higher, 10% and $0.425 per lb	25%; or, if higher, 5% and $0.275 per lb
33.04.99	Other	42½%; or, if higher, 10% and $7.60 per lb	17½%; or, if higher, 5% and $4.50 per lb
Perfumery, cosmetics and toilet preparations			
Omit sub-item 33.06.9, insert the following sub-item:			
33.06.9	Other	45% and if containing more than 2% of proof spirit, $0.10 per gal for each 20% or part thereof of proof spirit	27½%

Tariff Board inquiry (1)

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether **dimethyl silicone fluids** tariff item 39.01.14 have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

(b) whether, if the answer to (a) is in the affirmative, the importation of those goods is causing or is threatening injury to an Australian industry.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than July 29. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1166/67.

Tariff Board inquiry (2)

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65: **Chain and chains.**

(a) whether machine driving and sprocket roller chain falling within tariff item 73.29.11 have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

(b) whether, if the answer to (a) is in the affirmative, the importation of those goods is causing or is threatening injury to an Australian industry.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests proposed to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than July 29. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 2294/67.

Tariff Board inquiry (3)

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **hand tools** (tariff items 82.02, 82.03, 82.04 and 82.05).

Details of the above mentioned tariff items are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities **not later than July 15.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1209/68.

Dumping duty (1)

UNDER THE Australian Tariff (Dumping and Subsidies) Act, 1961-65, **gherkins** have recently been made the subject of dumping duty.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1801/66.

Dumping duty (2)

UNDER THE Australian Tariff (Dumping and Subsidies) Act, 1961-65, **bed sheets, pillow cases, bolster cases and fabrics of a kind suitable for use in same** have recently been made a subject of dumping duty.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 442/67.

ST. CHRISTOPHER, NEVIS AND ANGUILLA

Customs tariff changes

THE BOARD OF TRADE have received a copy of an Order which amends the First Schedule to the St. Christopher, Nevis and Anguilla Customs Duties Ordinance by providing for new rates of customs duties to be levied on a wide range of items – biscuits, preserved fruits and jams, etc.; sugar and chocolate confectionery; unmanufactured tobacco and cigarettes; beer, ale stout, porter and other fermented cereal beverages and rum; various paints, enamels and varnishes, etc.; cosmetics and cleansing preparations; boxes, carpets, cement and air-conditioning and refrigeration equipment; radio apparatus for telegraphy, telephony, television, etc.; small household electro-mechanical appliances; motor cars and other passenger road motor vehicles including motor cycles; wood and metal furniture and fixtures; certain articles of clothing, including footwear; and brushes of various types.

The Order also provides for the abolition of the 12½ per cent customs surcharge previously applicable on certain of the above listed items, with the exception of sugar and chocolate confectionery, air-conditioning and refrigerating equipment and mechanized (electric, gas or other types) refrigerators.

Precise details of these changes may be obtained from the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471), to whom all inquiries about the above notice should be addressed.

CHILE

Time limits for payments of imports

THE EXECUTIVE COMMITTEE of the Chilean Central Bank have included in the list of goods which can be paid for at any time up to 360 days after the date of the bill of lading the following (see *Board of Trade Journal*, June 21, 1968):

Page 186, Item No. 87.03 – Fire engines, material, spare parts and accessories for putting out fires.

(CHILE, *continued on next page*)

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Modifications to Permitted Import List

THE FOLLOWING MODIFICATIONS have recently been made to the Chilean Permitted Import List:

Page	Item No.		Percentage of prior deposit
25	26.01	Manganese ores	10,000
56	32.09	Special paints for ships	10,000
72	39.03	Insert new item: Cellulose acetate sheets, 1·5 to 10 mm. thick for making spectacle frames	0
72	39.03	Line 7: Alter '8 mm.' to read '10 mm.'	
77	40.10	V-transmission belts	100
		Conveyor and flat transmission belts	100
78	40.14	Insert new item: Inflatable bags made of nylon and neoprene for salvaging aircraft	10,000
88	48.15	Insert new item: Strips of paper impregnated with adhesive on one side only for industrial painting processes	10,000
114	73.01	Billets containing less than 0·20% phosphorous	*10,000
168	84.63	Insert new item: Speed reducers of all types for transmitting up to 12 h.p.	200
186	87.03	Alter first item to read: 'Fire engines, material, spare parts and accessories for putting out fires'	0

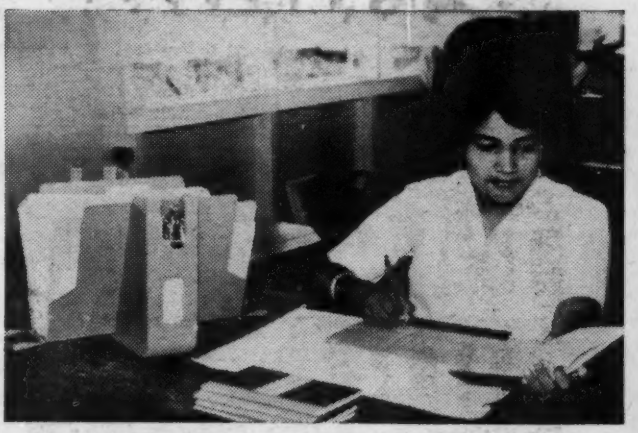
*Except when imported for making parts of motor vehicles in which case no deposit is necessary.

URUGUAY

Importation of motor vehicle kits

URUGUAYAN DECREE NO. 369/68, published on June 12, 1968, permits the importation of motor vehicle kits in ckd form, subject to certain conditions. The main features of the decree are that the decree of July 7, 1966 (see *Board of Trade Journal* notice of September 23, 1966) covering the importation of these kits has been reinstated, and that the parts and assemblies which could be omitted optionally from the imported kits may now be purchased within LAFTA.

Details of the decree, in Spanish, are available from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.44 (Tel. 01-248 5757).



Booker Stores Ltd., agents in Guyana for Kalamazoo Ltd., the Birmingham accounting and office systems designers and manufacturers, has sold the Kalamazoo 'Three in One' wages system to the biggest sugar producer in the country for its 20,000 workers spread over 11 estates. The initial installation, worth £6,250 will use over £8,000 of printed forms and accessories each year. Photograph shows a payroll clerk operating the system at Wates estate in Guyana. The tray on her right holds the estate workers' history records. Kalamazoo now sells to 59 countries.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica. Casilla 854, Lima.

Fair Packaging and Labelling Act

THE UNITED STATES Federal Trade Commission has announced regulations to exempt the following commodities from full or partial compliance with Section 4 of the Act and the regulations thereunder:

Plant foods and fertilizers
Shoe laces
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Inks and writing fluids
Liquefied petroleum gas
Wool products and textile products
Home appliances
House fixtures
Motor oil and anti-freeze
Metal sleeping equipment
Brooms and mops.

Interested persons may file written comments on this proposal with the Secretary, Federal Trade Commission, Washington DC 20580, to arrive not later than August 14, 1968.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Colour additives

NOTICE WAS GIVEN in the *Board of Trade Journal* of May 10 of a proposal by the United States Commissioner of Food and Drugs to revise part 8 of the United States colour additives regulations to effect certain editorial and clarifying changes.

The Commissioner of Food and Drugs has now concluded that the proposed amendment should be adopted without change to become effective on July 18, 1968.

Inquiries regarding this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 456 and 457).

Investigation: non-rubber footwear industry

THE *Board of Trade Journal* of May 31 gave notice of an investigation by the United States Tariff Commission into the economic condition of United States producers of non-rubber footwear.

The Tariff Commission has now announced that the date of the public hearing arranged in connection with this investigation has been advanced from September 16, 1968 to September 9, 1968. Requests to appear at the hearing must now be notified to the Secretary of the Commission in writing on or before August 27, 1968.

Inquiries about this notice should be addressed to United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	Last published
Air transport:	
Aircraft noise at Heathrow Airport (Q)	7 June 1968
Trade by air (6-M)	22 Mar. 1968
Balance of Payments (Q)	13 Sept. 1967
Bankruptcy orders (Q)	10 May 1968
Business names registered (A)	9 Feb. 1968
Capital expenditure:	
By industry (Q)	This week
Distributive and service trades (A)	23 Feb. 1968
Industry's investment intentions (3 times a year)	14 June 1968
Catering trades turnover (M)	14 June 1968
Chemical industries production (6-M)	17 Nov. 1967
Companies:	
Income and finance (Q)	3 May 1968
New companies registered:	
Gt. Britain (M)	28 June 1968
N. Ireland (M)	28 June 1968
Construction work overseas (A)	13 Oct. 1967
Credit:	
Instalment and credit business (M)	10 May 1968
International trade credit (A)	21 July 1967
Engineering and electrical goods:	
Deliveries of certain products (Q)	28 June 1968
Production, exports and orders (M)	28 June 1968
ECGD business (Q)	7 June 1968
Film industry:	
British Film Fund Agency returns (M)	28 June 1968
Cinema admissions and takings (M)	28 June 1968
Film rentals charged to exhibitors (A)	3 May 1968
Overseas payments and earnings (A)	3 May 1968
Registration of films (A)	23 Feb. 1968
Trends in film-going (A)	20 Oct. 1967
Food:	
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Household consumption (Q)	10 May 1968
Footwear industry orders (M)	14 June 1968
Foreign trade:	
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EFTA trade (Q)	14 June 1968
Sterling area trade summary (Q)	9 Feb. 1968
Trends in export of manufactures (A)	27 Oct. 1967
World trade and production (Q)	3 May 1968
Foreign trade of the UK:	
Unit value and volume index nos. (M)	7 June 1968
Value of overseas trade (M)	28 June 1968
Value of overseas trade: analysis of trends (Q)	10 May 1968
Gold and convertible currency reserves (M)	14 June 1968
Hairdressing trades turnover (M)	14 June 1968
Hire-purchase:	
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Industrial building provisional figures (Q)	26 April 1968
Industrial production:	
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N. Ireland index (M)	This week
Insurance companies:	
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Assets (A)	7 July 1967
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Index nos. (M)	This week
N. Ireland index (M)	28 June 1968
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Movement at UK ports (M)	21 June 1968
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Stocks:	
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Index nos. (M)	14 June 1968

Board of Trade Departments, etc.

Subject	Last published
Board of Trade addresses	7 June 1968
Board of Trade Regional organization	This week
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	14 June 1968
Customs notices of interest to exporters	24 May 1968
Directory of Board of Trade Departments and their work	29 Mar. 1968
ECGD head offices	9 Feb. 1967
Official Receivers' Offices	21 June 1968
United States Consular offices in the UK	17 June 1966

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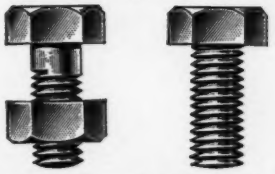

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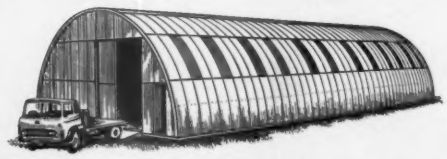

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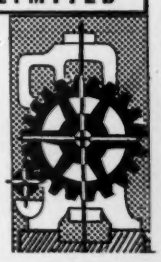

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